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BRITISH OVERSEAS TRADE BOARD

Denmark—a big-little market but no bonanza because of EEC membership

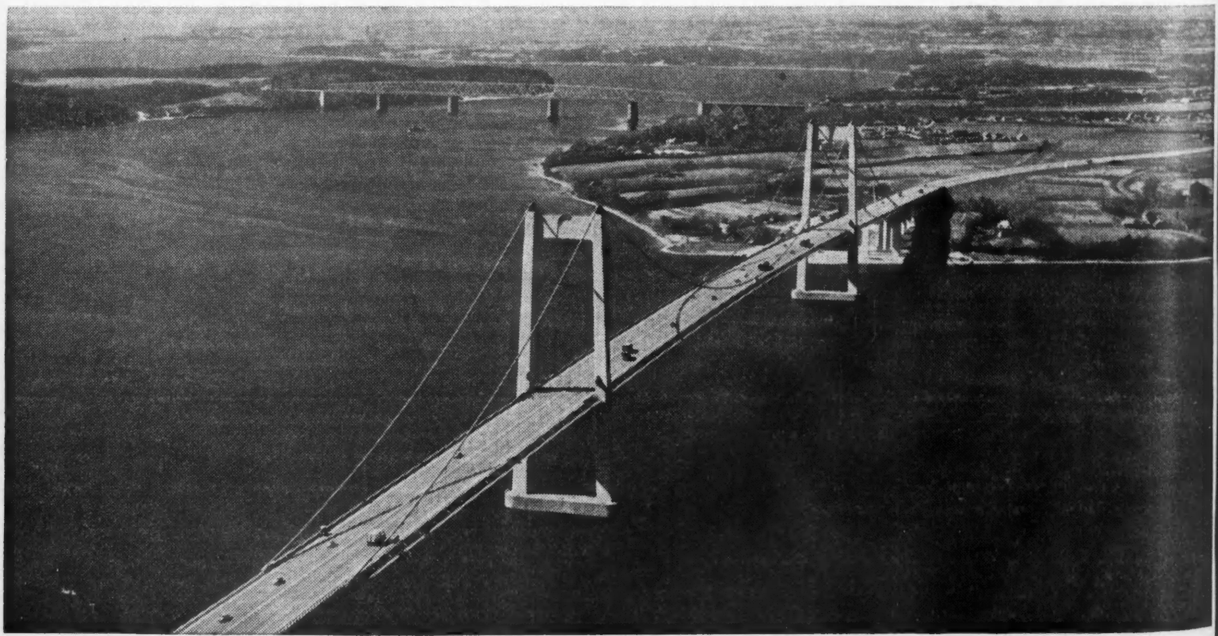
by George W. Marshall, MBE, Counsellor (Commercial), Copenhagen

The message from this priority export market is a simple one. Although small in both area and population, Denmark has a big appetite for imports: Britain supplies a useful quantity of Danish needs in this respect, but it could be very much larger.

DENMARK and Britain are now partners in the European Community and are working closely together on several fronts. Danish membership of the Community has however brought no bonanza for British exporters. In fact, while we, and our former EFTA partners, continue to enjoy duty-free entry to the Danish market, we now have to concede the same facility over the next four years to our number one competitor, West Germany, as well as to the other countries of the original Six.

In considering Denmark as a priority export market, two basic tenets must be borne in mind. The first is that the majority of Danes no longer live and work 'down on the farm'. Eleven per cent of the workforce are still engaged in agriculture it is true, but 29 per cent of them spend their day working for industry. The agricultural sector remains important to the economy, especially since Denmark joined the European Community, but two-thirds of Danish export earnings now come from manufactures, 28 per cent of the country's gross domestic product is derived from industry as compared with only 8 per cent from agriculture. In other words, Denmark is now an industrial nation. The fact that this is not realised widely enough by non-Danes is understandable since it has all happened in about two decades—but happened it has!

The second tenet is that exporters should not be put off if market analysts discover that there are only 5 million people in Denmark and that the workforce is a mere 2.4 million. Denmark is one of a handful of 'great-little' importing countries (its land area is one-tenth of the UK) and there are only four or five other countries in the world which import more per



The two main cables for this bridge, each 489 ft. long, were supplied in pre-fabricated form by British Ropes Ltd. Doncaster, as part of a contract for 4,000 tons of main cables and suspender ropes worth £850,000.

head of the population. The following figures illustrate the point:

1972—IMPORTS PER CAPITA—US$

UK	France	West Germany	US	Sweden	Finland	Norway	DENMARK
485	515	645	266	980	692	1,102	1,003

The dominance of imports in the economy of Denmark is similarly shown:

1972—IMPORTS AS A PERCENTAGE OF GNP

UK	France	West Germany	US	Sweden	Finland	Norway	DENMARK
19	15	17	5	19	24	30	24

What are these imports? In 1972 the broad composition was:

	per cent
Foodstuffs	10
Fuel, etc	11
Paper and board	3
Chemical products	10
Textile fibres and textiles	6
Iron and steel	6
Other metals and metal manufactures	5
Machinery and instruments	19
Motor vehicles and parts	9
Other goods	21

Denmark has virtually no raw materials, few basic industries and practically every item manufactured in Denmark has a substantial import content. Its citizens enjoy one of the highest standards of living in the world, and have a huge appetite for consumer goods.

It follows, therefore, and as the figures above show, that in the import bill raw materials, petroleum products, machinery, transport equipment and consumer goods dominate. The figures should not be taken too literally, however, for Denmark imports goods of virtually every kind.

Since most of these imports are to support Danish industry, it will perhaps be as well to get clear what the principal industries are.

The principal industries

The main industrial sector in Denmark is undoubtedly engineering. Despite the fact that every ounce of metal has to be imported, the iron, steel and other metal-working industries occupy the most dominant role in the Danish industrial picture, absorbing about 40 per cent of the country's industrial workers.

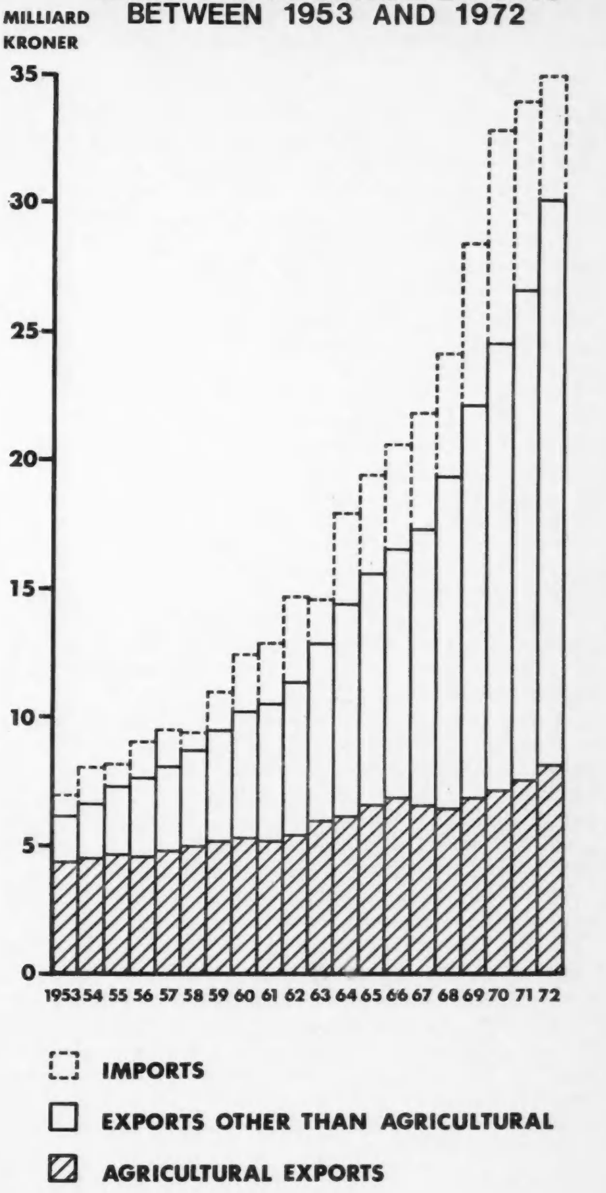
Denmark is an old sea-faring nation, and, not surprisingly, shipbuilding is of importance. Danish yards build everything from pleasure-craft to ice-breakers, refrigerated ships, bulk-carriers and mammoth tankers.

Some 25 per cent of the world's marine diesel engines are either built in Denmark or elsewhere under Danish licence.

Danish industrial development began with the electrical engineering industry and now electronics play an important part in Danish industrial society.

Danish agriculture, though now surpassed in export importance by industry, provides the basis for a wide range of food exports. And that's not all. With generations of experience in all aspects of food production, the Danes now export know-how in this field; machinery, factories and processes for establishing food-producing industries in other countries. There are hundreds of slaughterhouses, dairies, breweries, sugar refineries, etc, throughout the world built by or with the technical assistance of Danes.

CHART SHOWING THE PROPORTIONATE GROWTH OF INDUSTRIAL EXPORTS BETWEEN 1953 AND 1972



DENMARK

Modern agriculture also plays a fundamental role in the development of Denmark's chemical industry. The Danes export fertilisers, weedkillers, pesticides, animal and vegetable oils, fatty acids and so on. The chemical industry also embraces paint and varnish manufacturers, with a worldwide export of printing inks, timber-impregnation fluids and a host of other products.

Danish pharmaceutical manufacturers export their products to more than 120 countries. The most important of these are vitamin preparations, enzymes, penicillin and insulin.

And Danish engineers plan and build highways, bridges, tunnels, cement plants and harbours all over the world.

British manufacturers will know where the export prospects

(continued on next page)

DENMARK—A BIG-LITTLE MARKET
continued

lie in these fields; a few examples illustrate how some of our exporters are supplying complementary products to Danish industry.

It is a fact that Danish shipbuilders produce craft of every kind but the industry requires steel plates, valves, pumps, deck gear, water treatment equipment, piping, automatic control gear, stabilisers, etc, etc from abroad.

The UK supplies some of its wants in this direction, but not nearly enough. Incidentally, as well as building ships Denmark also imports them and a leading British shipyard has recently received an order for two 26,000 ton bulk carriers.

Britain is now Denmark's biggest market for Scandinavian designed furniture, and although none of our furniture manufacturers have yet succeeded (perhaps through lack of available capacity) in beating Denmark at its own game—which I know they could do—we nevertheless sell worthwhile quantities of reproduction furniture, furnishing fabrics and wood-working machinery. Denmark has a rapidly expanding tufted carpet industry, made mostly from British yarns. In addition, we sell many traditional Axminsters and other quality floor coverings.

There are only 173,000 Danes now employed in agriculture, but this year we have managed to sell Denmark increasing quantities of live animals, dairy products and eggs, fish and fish preparations, sugar and miscellaneous food preparations. Denmark has itself a strong agricultural machinery industry but Britain is one of the leading foreign suppliers in this field, especially with tractors.

As was said earlier, the Danish pharmaceutical industry is a strong one but we sell the Danes medicines too. It is well known that the Danish medical services are of a high standard. Much of the hospital and medical equipment needed is imported. British manufacturers do well enough in this field but could do better if they could arrange for fast and efficient servicing and are prepared to cultivate key purchasers.

We help the Danes to build bridges and dredge their harbours etc and when they decide to construct a tunnel across the Great Belt there may be an opening for British expertise.

The foregoing illustrates briefly how the British and Danish trading patterns are intertwined. Britain and Denmark have been trading partners for several hundred years. We are currently Denmark's biggest customer and have been so for a long time. For many years we were the second most important supplier of Danish imports but in recent years Swedish exporters have ousted us from that position and we have had to be content with third place.

The Danish import market

As to the size of the Danish import market, Kr.35,000 million in 1972 or, at the current rate of Kroner 14 to the £, about £2,500 million; this year probably Kr.44,200 million or about £3,160 million; in 1974 maybe Kr.49,000 million or about £3,560 million. In 1972 British exports to Denmark were worth £240 million fob and this year they are likely to be only just short of the £300 million mark. This is not small business and puts Denmark as our 12th or 13th biggest market out of a hundred or so countries with which we trade and bigger than Nigeria, India, Italy and even Japan—at present! But it is, of course, only about 12 per cent of the market.

It may not be fashionable these days to talk of bilateral trade gaps, especially amongst fellow EEC members, but one does tend to overlook one fact: that the crude trade gap in 1972 between our two countries was no less than £110 million in Denmark's favour, the widest gap ever amounting to nearly 19 per cent of total trade. In the same connection I cannot refrain from mentioning that Denmark has an *unfavourable* trade balance of about the same dimensions with West Germany, its number one supplier!

The Rigshospital and Odense County and City Hospital have applied for 3 million kroner each to purchase a British EMI-scanner, invented by Mr. Godfrey Hounsfield, who received the MacRobert award of £25,000 for this. Danish doctors have studied the apparatus in London. The first Scandinavian hospital to acquire one will be the Karolinska Sjukhuset, Stockholm, which is expected to take delivery of the scanner this month.

The trade gap and the decline in market shares—16 per cent in 1965 but only 12 per cent today—are of course worrying to anyone who wants to see an expansion of our sales with Denmark. Clearly the Danes—neither in official circles nor in the private sector—will not do anything positive to redress the imbalance; the only people who can rectify either or both aspects are British exporters themselves aided, we would hope, by the official export services.

It is never an easy thing to pull back from a disadvantageous position. It is true that at the present time British exporters have a currency advantage and that as a result more inquiries for British goods are being made. It is also true that there is a great deal of goodwill in Denmark for the British and that the trading climate for our exporters is as free from restriction as anywhere else in the world. Much business has been done in the past on the basis of British business methods, ie the keeping of promises, general integrity and the quality of the products offered. It is an unfortunate fact that for various reasons our present image in all these respects is somewhat tarnished in Danish eyes. When added to extensive press coverage of industrial disputes and strikes and practical experience of broken deliveries the hurdles against retrieving lost ground are formidable. One of course hears similar criticism about the performance of our main competitors, but such complaints are not made so often or so strongly.

It is a fair question to ask why our main competitors have the edge. It is sometimes claimed that they have a geographical advantage, but is this really so? The south of England or the Midlands, or even Scotland, are no more than 600 miles away from Zealand or 1½ hours by direct plane from Edinburgh, Glasgow, Birmingham or London. It takes 1 hour 10 minutes to fly to Copenhagen from Stockholm and 1 hour 25 minutes from Frankfurt. The North German border adjoins South Jutland but that is not where the bulk of business is done in

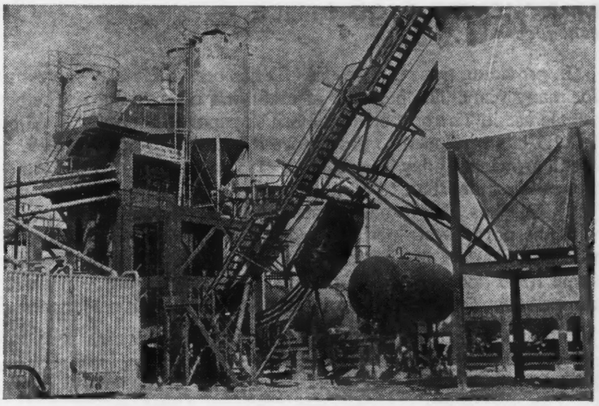
Denmark and the proximity of Malmö in southern Sweden to the Danish coast has only marginal advantage. No—a long stay in Denmark convinces me that the West German and Swedish salesmen are on the Danish buyers' doorsteps more often and are more willing to accommodate the buyers' needs than our own suppliers.

Large scale export promotions

In recent years the commercial staff of the British Embassy in Copenhagen has been heavily involved in a series of large scale export promotions: the British Week in 1964 and the much longer sustained British Trade Drives of 1968 and 1972. These activities have undoubtedly served a good purpose in increasing the value of our exports and of maintaining our good trading relations with Denmark. But it is equally important that the commercial staff should have at their finger tips an up-to-date knowledge of the market and of the right contacts so that British exporters seeking our advice may be given the maximum effective assistance while we are now making an all out effort to get out and about in the Danish market. To improve still further our store of knowledge, we and the British Overseas Trade Board are always willing to consider any new promotional ideas which British industry may wish to put forward.

Danish imports for the first six months of 1973 were nearly 31 per cent higher by value than in the first half of 1972 and they are expected to increase by 16 per cent in volume and by 24 per cent in value for the whole year. British exporters are doing well; so far this year the value of their market share has increased by some 25 per cent.

The massive increase in imports this year should slow down in 1974 but even so official estimates expect a 7-8 per cent increase in volume and allowing for price rises of 5 per cent this means an increase in the import bill of around Kr.5,000 million. With over 80 per cent of the import market in non-British hands the scope for additional British export business is therefore tremendous.



The first Goodwin Barsby coating plant to be supplied to Denmark, an Autobatch 30, working in the Vendsyssel District of Jutland's most northerly province. Picture shows a 3 ton capacity skip hoist carrying mixed material from the plant's screening and mixing section (left), to one of two 100 ton capacity insulated hoppers on the right.

British exporters have several things going for them here. The Danes nearly all speak English and have a natural sympathy with the British. It is not an exaggeration to say that many Danes want to do business with us. They are, however, nearly all professionally trained and do not buy on sympathy alone and will require convincing assurances to be given before the order book is produced. Despite a pleasant amiability, business will be tough. I have attempted to show in this article that the opportunities and rewards are here in Denmark and are well worth greater attention by British exporters.

Manchester ECGD office opens with news of £4m export order

OPENING a new office for the Export Credits Guarantee Department in Manchester last week, Lord Drumalbyn, Minister without Portfolio at the Department of Trade and Industry, announced that ECGD was to sign that day a guarantee agreement with Lloyds Bank Ltd. to support a £4 million Polish order won by Petrocarbon Developments Ltd. of Manchester.

The company is to build three chemical plants worth £4 million for Polimex-Cekop of Poland. Under a financial agreement between Lloyds Bank Ltd. and Bank Handlowy w Warszawie SA, Lloyds will provide a loan of over £3.3 million to help finance the three contracts. The ECGD will guarantee the loan. The largest of the three plants will produce epichlorhydrin and allyl chloride, another will produce oxygen and nitrogen as liquids, and the remaining one will produce oxygen and nitrogen on both gas and liquid form. Repayment of the loan will be over seven years from commissioning of the plants.

'It is the aim of the government export services to help exporters in the north west to keep up the momentum of their efforts to win markets abroad, and to expand those they have—to give exporters throughout the country the services they need,' said Lord Drumalbyn.

(continued on next page)

Minister, mayor, and regional export director, being guided round the new ECGD office in Manchester by its director, Mr. Ken Hughes. Lord Drumalbyn, Minister without Portfolio at the DTI, and the Lord Mayor of Manchester, Ald. K. Collis, flank Mr. M. F. Hedge, director (exports), North Western Region, DTI.

MANCHESTER ECGD OFFICE
continued

'In providing these services ECGD has been singularly successful for many years. The best test of usefulness of anything is whether people use it. The proportion of British export business covered by ECGD has continued to grow since it started business in 1919. It is still growing. Today it is covering 41 per cent of British exports—two points more than 18 months ago.

'ECGD has always had something of a "special relationship" with the north west—perhaps because the first ECGD office outside headquarters opened in Manchester in 1928. Today there are some 1,300 policyholders in the area who together are responsible for well over £400 million worth of exports a year. The Manchester office now covers more business than any other outside centra London.

'The £4 million order is a good augury for the opening of the office—an opening which also marks a new development of our policy. We have been closing a number of ECGD regional offices, including one in Liverpool. But nobody can say that Mr. Ken Hughes, the new director here, knows nothing of Liverpool's needs, for he was manager of the Liverpool office for 11 years; so he is not likely to let Liverpool suffer. But while reducing the number of regional offices we have given each of them more authority. We aim to make progressively more decisions here in the area. The end result will be a quicker and more efficient service for exporters both in Liverpool and Manchester—and for that matter everywhere in the north west.

'I believe that in the past we have been better at devising new services than explaining them. Most people know that ECGD insures exports. Not so many know exactly what the initials stand for. Fewer still know what else the department can do to help exporters. I wonder how many people here have heard of the Investment Insurance Scheme; how many realise how flexible ECGD can be? Many people think that ECGD will not be interested unless committed to insure everything down to the last brass washer going to every market. This is just not true. The establishment of this new office is part of a campaign to explain to exporters in the region much more actively and personally just what the Department can offer to each individual businessman.'

Area covered

The new office will combine the functions of the old Manchester office and the Liverpool office which have both been closed. In addition it will take over responsibility for policy underwriting and certain claims and premium work previously done in London. The area covered by the office comprises Lancashire, Cheshire, Cumberland, Westmorland, North Derby, Anglesey, Denbigh, Flint, Merioneth, Montgomery and the Isle of Man.

The office is at Elisabeth House, St. Peter's Square, Manchester M2 4AJ (tel: 061-228 3621).

New handbook for exporters

Can live trout be exported? What is an ATA carnet? Which goods are subject to security export controls? By how much will tariffs between the original six Common Market countries and the United Kingdom be reduced on January 1, 1974? What are factoring companies?

All these questions and many others, both easy and esoteric, are answered in the latest edition of the 'Export Handbook', published by the British Overseas Trade Board. It has been carefully brought up-to-date, but the services are constantly evolving and some changes might be discovered in practice.

The Handbook is a guide to the services available through Government offices and to those afforded by Trade Associations, Chambers of Commerce and other non-official agencies with which the British Overseas Trade Board collaborates in the export promotion field.

Information is provided in the Export Handbook under 10 main headings;

The British Overseas Trade Board and the organisation of DTI export promotion services
Information and advice
Trade Promotions overseas
Publicity
UK duty and tax reliefs
Export regulations and formalities
Overseas tariffs
Insurance
Finance
Other services.

Within these broad classifications, detailed guidance is given on subjects ranging from technical symposia and seminars to the Common Agricultural Policy regulations, and from finance for developing inventions to certifying the accuracy of measuring instruments. The aim of the Handbook is to assist present and potential exporters of all goods and services whether they have to do with consumer goods or capital projects.

The Handbook is designed as a comprehensive reference publication, providing useful addresses of specialist organisations in particular fields. For example, there are the names of over 240 buying houses in the United Kingdom representing overseas stores, together with the names and addresses of the principal non-official British Trade Organisations in more than 30 overseas countries.

To assist exporters to make full use of Government export services and advice the addresses of all the regional offices are given. There is also a long bibliography.

'Export Handbook 1973' can be obtained free of charge on application to Room 306, Gaywood House, 29 Great Peter Street London SW1P 3LW (tel: 01-222 7231 ext. 31) or to any Regional Office of the DTI.

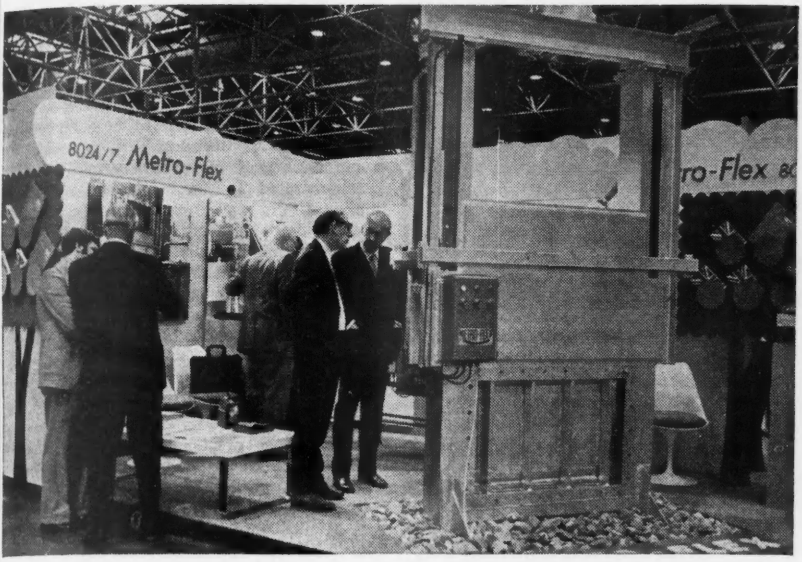
BRU
Export Finance Service

The BRU Export Finance Service provides accurate, up-to-date information on the terms at which exports are insured and financed in the United Kingdom, the United States, Western Germany, France, Italy and Japan.

This service, first introduced last December, by The Banker Research Unit in collaboration with Mr. Richard Fry has proved very successful in meeting the information requirements of both bankers and exporters throughout the world.

The subscription lists are now open again for the new year. for further details please write to or telephone:

THE BANKER RESEARCH UNIT,
Bracken House, 10 Cannon St, London EC4P 4BY.
Tel: 01-248 8000 Ext. 7168.



The British Consul-General, Mr. G. G. Simpson, CMG, (right), hears about plant on a British stand at ENVITEC 73 in Dusseldorf.

Importance of a clean environment recognised at Dusseldorf display

From J. W. Spies, British Consulate-General, Dusseldorf: 'Our expectations have been exceeded . . .' These were the sentiments expressed by one of the exhibitors at ENVITEC 73, the International Exhibition for Environmental Protection and Environmental Technique, held in Dusseldorf, October 8-14. This was the first international exhibition of any size on the subject of technology in the environment and 364 exhibitors from 14 nations came to show the latest techniques to deal with problems concerning refuse disposal, air and water pollution, noise abatement, control and measuring and other new developments in this field.

Together with a congress on air pollution organised by the International Union of Air Pollution Prevention Associations, the event was held in four halls of the new exhibition grounds in Dusseldorf.

On show were the latest and most sophisticated developments which attracted an equally competent and interested public. Of the more than 20,000 visitors, 91 per cent stated that they had come to ENVITEC 73 for professional reasons. The result was that the vast majority of the exhibitors were very pleased with the level of inquiries and a useful exchange of information and experience took place. This was also helped by the fact that the Congress took place in a neighbouring building which gave the participants the opportunity of visiting the fair between sessions.

It was also noticed that the political parties as well as public authorities had sent delegations and representatives and this interest was also emphasised by the fact that the Federal Minister of the Interior, Herr Genscher, was the opening speaker and one of the most prominent visitors to the exhibition.

International attendance

This first ENVITEC 73 exhibition can claim to have been a truly international event. 20 per cent of the exhibitors came from outside Germany from 58 different countries. A large number of Japanese visitors were registered and other foreign nations predominant were the Netherlands, France, Austria, the Scandinavian countries, etc.

Thirteen British companies showed their products on a joint venture stand in Hall 8 under the auspices of The National Society for Clean Air, supported by the British Overseas Trade Board. Among the products on show were electro filters, isolators, incinerators, fans, data transmission equipment, dust extraction equipment and air pollution control monitoring and sampling devices.

Worthwhile participation

Exhibitors at such fairs do not expect to take orders but judge the success of the event by the quality and number of inquiries received. The British participants were overwhelmingly pleased on both points and many of them stated that they consider it worthwhile participating again at the next event.

ENVITEC will be repeated in 1976 and will take place November 8-13. Some of the exhibitors of this year's event have already taken up options on space for ENVITEC 1976 which proves that they are satisfied with the results achieved. This seems to confirm that both the philosophy and the concept of mounting an exhibition on the subject of environmental control were right and that ENVITEC filled a gap in the vast offering of international exhibitions.

There is no doubt that with the growing importance of environmental control, ENVITEC 76 will gain in importance and British firms engaged in this field might find it well worthwhile making a note in their diaries on this event.

British companies seek foothold in N. America

SPECIALISED trade promotions, involving some 70 British firms, are taking place in North America and Canada this month, with the British Overseas Trade Board supporting group displays in trade events covering both capital and consumer products.

There are first-time joint ventures at Chicago, National Plastics Exposition and Conference (November 5-9); Toronto, Canadian Mining and Aggregate Equipment Exhibition (November 20-22); New York, Exposition of Chemical Industries (November 26-30), the largest show of its kind in North America.

Other events at which British participation is being sponsored by BOTB include: 58th National Hotel and Motel Exposition, New York (November 5-8); National Interior Design Show, Toronto (November 6-8); National Electronic Packaging Conference and Exhibition, 'Nepcon Central,' Chicago (November 6-8); Southern California Boat Show, Los Angeles (November 9-18).

Wide range of foodstuffs and catering equipment at Swedish hotel fair

From Ronald F. G. Taylor, British Consulate, Malmo: The 6th International Hotel Catering and Restaurant Fair, RESTA VI, arranged by the Swedish Hotels and Restaurants Association, in collaboration with the Scania Trade Fair Foundation, was held at the Malmo Exhibition Halls, October 9-12. The exhibition was opened by the Governor of the Province of Malmöhus, Mr. Gosta Netzén.

This exhibition which is held every second year is for the trade only and about 12,500 visitors were registered during the four days. This year 13 British firms participated in the joint venture, sponsored by the London Chamber of Commerce under the auspices of the British Overseas Trade Board.

Their products covered a fairly wide range, including catering equipment, high performance cooking equipment, background music systems, hotel tableware, cash registers and advanced electronic printing calculators, disposable cups and food containers, hotel intercommunication and entertainment sound equipment, gaming machines, pipe clearing tools and whisky.

The exhibition is the largest of its kind in Scandinavia and attracted visitors not only from all over Scandinavia but from neighbouring countries in Europe and from as far afield as Australia and Japan. It was, as usual, well planned and the quality of the exhibits and design of the stands were very high.

At least 400 firms from countries all over the world were represented, many of them grouped together on agent's stands, but the United Kingdom, the Netherlands, and Poland were the only countries with collective exhibits, the UK group being by far the largest.

The exhibition as a whole covered a very comprehensive range of foods, wines, spirits and beverages, catering equipment, fittings and furnishings for the hotel-restaurant and catering trades generally.

The exhibitors in our joint venture group were generally pleased with the results, not only in some cases where on the spot sales were made and orders taken, but because of interest shown in their products and the number of inquiries they received.

A broad canvas of modern art in Dusseldorf

From G. Rogers, British Consulate-General, Dusseldorf: The third International Art Dealers Fair, September 29-October 7, held in Dusseldorf for the second time, was relatively quiet during the first few days but gathered momentum and, by the time it closed, over 38,000 visitors had seen the wide range of modern art provided by 311 exhibitors from 17 countries.

Eight British galleries were sponsored, under BOTB's joint venture scheme, by the Fine Arts and Antiques Export Committee. The galleries were: Maltzahn, Alexander Postan Fine Art, Annely Juda Fine Art, Petersburg Press, New Art Centre, Nicholas Treadwell, Bernhard Jacobson and The Leicester Galleries. There was also one independent exhibitor.

The British galleries reported good activity and booked over £70,000 worth of business. Very substantial follow-up orders are also expected. The joint venture firms were located in different sections of the three halls. Most of them had been to the 1972 event. As a result of participation, the galleries made a large number of useful contacts with German galleries and their artists have also been offered exhibitions in Germany and other European countries.

Budapest Spring Fair '74 will be held May 18-26

PROVIDED there is sufficient response from industry, the Department of Trade and Industry will offer its support to British manufacturers wishing to exhibit at the 1974 Budapest International Spring Fair, May 18-26. This event is one of the oldest established annual trade fairs in Eastern Europe, and British firms have participated as a group with DTI support, under the British Pavilion scheme, since 1964.

In 1974, for the first time, the National Pavilion concept has been completely abandoned and the event is being organised on the basis of Specialised Halls. 1973 was a transitional year—with both National Pavilions and Specialised Halls—but from 1974 the National Pavilions will disappear and the whole event will be held at the new Kobanya fairgrounds. Nevertheless, the DTI intends to continue offering support on the same 'British Pavilion' terms, since the event is so fragmented it is unlikely that sufficient members from any one trade association will wish to take part to make it worthwhile for that association to sponsor a joint venture.

Consumer goods are no longer appropriate to this fair. Instead an International Consumer Goods Fair will take place in Budapest in September 1973.

The Spring Fair will be devoted to capital and engineering products, the main themes being precision engineering, power generation, electrical engineering, office machines and computer technology, metal processing, metallurgy, construction equipment, equipment for the food, timber and agricultural industries, communications and transport, machines and raw materials for the furniture, wood processing printing and paper industries and equipment for the chemical and mining industries.

Companies wishing to apply for space or needing further information, should contact Miss H. Howie or Mr. D. J. Santry (DTI Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London EC4; tel: 248 5757, ext. 7123) before November 30, 1973 at the very latest.

A weaver demonstrates his craft in Munich.

Princess Margaret opens Shopping Week in Munich

From Stuart Collins, British Overseas Trade Board Publicity Unit, in Munich: During this week the thoughts of thousands of Münchner are turned towards Britain, her heritage, the British way of life and equally her products, due to the retail highspot of the British Overseas Trade Board's current Trade Drive in South Germany—the British Shopping Week in Munich or Die Britische Einkaufswoche as it is known here. Practically the whole of the city centre reflects in some way or other the British presence that has currently taken over Munich. The modern shopping and pedestrian precincts are clad in the red, white and blue of the Union Jack and many of the shops and stores are festooned with flags, bunting and such. So there can be no doubt in the minds of the 1.25 million inhabitants of this capital city of Bavaria: the British are here and in a very big way.

Visits to stores

HRH Princess Margaret, at a ceremony hosted by Lord Thorneycroft, Chairman of BOTB, started the official proceedings by opening the Shopping Week. She headed the official party which was piped in to the main hall of the Alte Rathaus by two bagpipers in full eye-catching regalia for the opening ceremony where speeches of welcome were made and received. Princess Margaret then began a programme of participation in the events, starting with the signing of the Golden Book of the City of Munich at the Rathaus and followed by visits to many of the 200 shops and stores taking part in the Week.

These include Hertie am Bahnhof, the largest department store in Federal Germany; Hettlage, a large clothing shop where Mr. Neil Stewart, a weaver of Harris tweed, was plying his trade (*picture*); and Kaufhof am Stachus where cartoonist Rowland Emett's machines interested large crowds with their antics. Other store promotions visited had all types of British quality goods on display from clothing to chinaware, some of the stores promoting the whole range of goods while others concentrating on items of special interest.

Past and present

The Princess then opened one of the main supporting events of the Week, an exhibition entitled 'The Two Elizabeths'. This was put on at the City Museum and compares life in Tudor Britain with that of today by means of contrasting exhibits from past and present. Everyday implements, tools and early instruments, for example, clothing and jewellery, ancient and modern aspects of the arts, sports, science and medicine are displayed side-by-side to show our advancement from primitive inventions to modern technology. One classic example of this theme is the contrast between the crude surgical instruments of a bygone age and a miniature nuclear battery for a heart-pacemaker from today's medical aids.

Lord Thorneycroft, attended the opening of the Week and renewed his acquaintance with the Lord Mayor of Munich, Oberbürgermeister Kronawitter, who visited Britain earlier this autumn as a guest of the BOTB. Lord Thorneycroft presented the Lord Mayor with a plaque, a replica of the seal of the Board, in order to commemorate the occasion and to thank him for the outstanding help the Munich city authorities have given and for their co-operation of the many aspects of the Week which affect them.

Spreading goodwill

Strongly evident during the Week's activities are the very definite links Munich has with her twinned city Edinburgh. Not only are the bagpipes of the 21-strong Edinburgh Police Pipe Band audible practically everywhere here—where they perform bedecked in their favourite 'Prince Charles Edward Stuart' tartan to the obvious delight of their latest fans, the citizens of Munich—but double-decker buses from Edinburgh, as well as London, are giving free rides around the city.

German-speaking police, too, from Edinburgh are helping to spread just that little bit extra goodwill while 'on the beat' here. Although, not to be outdone, Manchester has also provided a contingent of police to swell the ranks of the foot patrols over here. However, as far as Scotland is concerned, the main cultural event is the exhibition, 'One Hundred Years of Scottish Art', which was opened by the Rt. Hon. J. Kane, the Lord Provost of Edinburgh.

In 1970 it was decided to hold a Trade Drive in South Germany (Bavaria and Baden-Wurttemberg), since these two provinces were together the fastest-growing market inside the Federal Republic of Germany, as well as in the European Community. The Trade Drive consists of a series of promotional events which started in 1972 and will continue through to April next year. Its purpose is to make British industry more aware of the potential in South Germany and at the same time make the local public authorities and consumers in the two provinces more conversant with what Britain has to offer. Judging by the reaction so far of the Münchner, it has done just that.

Toronto graphic arts show proves to be a big draw

From Ian D. Grant, Assistant British Trade Commissioner, Toronto: For the first time a joint venture group of nine British firms took part in a most successful exhibition at the Canadian Graphic Arts Show, Toronto, October 13-17. This was a five day event drawing customers from across Canada and many from the USA.

Each of the nine firms achieved their objective of either concluding an agency arrangement and selling their equipment or for the agency to sell the equipment to end users. One company had booked an order for three pieces of equipment before the show opened and sold a further piece for delivery to Calgary before it closed.

All participants expressed their satisfaction with the exhibition and compared it very favourably with similar events in Europe and the USA. They also expressed their wish and intention to display at the next event. The show is an excellent vehicle for any firm with products used in any facet of the printing industry.

UK firms reap benefits of their good reputation in specialised medicine

From K. McNamara, Vice-Consul (Commercial), British Consulate-General, San Francisco: The annual meeting of the American Society of Anesthesiologists was held in Brooks Hall, San Francisco, October 9-11. Approximately 125 companies exhibited a wide range of established and newly developed products used in the field of anesthesiology. In addition to industrial exhibits, there were 24 scientific exhibits one of which was sponsored by the Royal Free Hospital, London.

A comprehensive technical programme included panel discussions, audio visual sessions, workshops on management and respiratory therapy, refresher course lectures, and the presentation of about 90 scientific papers. The E. A. Rovenstine Memorial Lecture, entitled 'The Decline and Fall of the Anesthesiologist', was given by William W. Mushin, Professor of Anesthetics, University of Wales.

Sponsored by the British Hospitals Export Council and supported by the British Overseas Trade Board, six UK manufacturers participated in what proved to be an extremely successful joint venture.

The attendance of 6,138 made up principally of anesthesiologists was above expectations and British exhibitors obtained an encouraging number of good quality inquiries, many of which no doubt will lead to export business.

In addition to the six joint venture participants, two other UK firms exhibited independently and British-made accessories were evident as original equipment on many American-made products.

It is significant that apart from British products there was little other foreign equipment on display, indicating the rather strong position attained by British manufacturers in this particular section of medicine in the United States.

It is, perhaps, only in the last few years that the medical profession in the US has come to realise the true importance of anesthesiology, particularly in relation to the numerous extremely complex surgical procedures developed in the last decade. British researchers in co-operation with British manufacturers have played no small part in the development of new techniques and equipment and this is reflected in the increasing exports of anesthesiology equipment to the US.

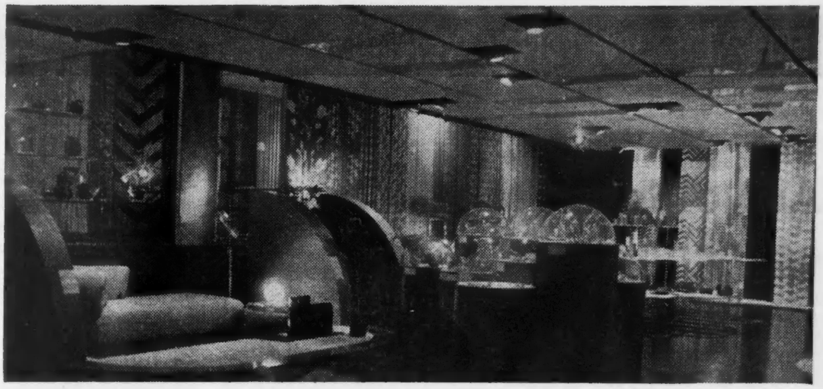
Taking part in major exhibitions in Paris

OVER 60 British firms will be taking part in three major international exhibitions in Paris during January 1974. All these participations are being sponsored by the British Overseas Trade Board.

International Pleasure Boat Exhibition, January 10-21: The 20 firms in this joint venture, arranged in conjunction with the Ship and Boat Builders National Federation, will be showing boating accessories and clothing, electronic navigation aids, marine engines and a wide range of craft, including dinghies, sportsboats and cruisers; boating holidays in Britain will also be featured.

Ninth International Lighting Exhibition, January 16-21: Organised in conjunction with the Decorative Lighting Association, over 30 British firms will be participating in this specialised event, double the number which took part last year.

International Carpet and Floor Covering Exhibition, January 17-21: More British firms are participating in this event than ever before; in January, 16 British firms will be exhibiting at this joint venture which is being arranged in conjunction with the Carpets Export Association.



A section of an exhibition of British consumer goods and crafts held at the Belgian Design Centre, Brussels, October 1-November 3. Entitled 'Hand and Machine' the exhibition was organised jointly by the Design Council and the Crafts Advisory Committee as part of the Europalia '73 festival. British crafts were represented by 100 items from over 30 craftsmen, while the consumer displays consisted of more than 200, either of a single item or a range of products, from Design Index, the Design Council's unique catalogue of some 10,500 British consumer goods chosen for their high standard of modern design.

Electrical trade shines Down Under

From P. A. Turnbull, British High Commission, Sydney: The Royal Agricultural Society Showground in Sydney was the venue for the Fourth International Control Electronics Telecommunications, Instruments and Automation (CETIA) Exhibition and Congress. A joint venture display was staged under the sponsorship of the British Electrical and Allied Manufacturers Association and the British Overseas Trade Board.

The CETIA exhibitions are promoted under the sponsorship of the Electronics Association of Australia, the Clean Air Society of Australia and New Zealand, the National Association of Testing Authorities of Australia, the Non-Destructive Testing Association of Australia, the Fluid Power Society of Australia and the Australian Pneumatic and Hydraulic-Association.

The CETIA 1973 Congress consisted of symposia by: Electronics Association of Australia, Non-Destructive Testing Association, National Association of Testing Authorities and The Clean Air Society of Australia.

During the week approximately 6,000 trade visitors attended the event.

Twelve British companies, members of the Control and Automation Manufacturers Association, an autonomous group within BEAMA, provided CETIA with the 'international' element in the exhibition. The British display consisted of a wide range of products from small computers and radar trace equipment to miniature electronic components of latest varieties not yet in commercial use in Australia. Laser equipment and micro-manipulators added a scientific equipment element to the display.

The more successful joint venture participants, in terms of inquiries recorded, were Klippon Electricals, Vero Electronics, Gordos/Gentech and Crompton Parkinson Instruments Division. Each is actively represented in Australia and increased sales are anticipated.

The CETIA exhibition took place, September 17-21, in the Manufacturers Hall of the Sydney Showground where products of over 70 manufacturers and overseas agents were on show. Of the total area occupied, and by the number of exhibitors, the British joint venture accounted for nearly 20 per cent of the exhibition. Mr. E. Chisman of the promotions and publicity department of BEAMA attended for the period of the show.

Although attendance at CETIA was lower than anticipated, the majority of exhibitors were pleased with the quality of inquiries recorded.

Apart from the joint venture effort, the British electronics industry was well represented throughout the exhibition with agent's stands, in many instances containing, predominantly, instruments and accessories of British manufacture. Products such as Digeec meters, Carter alarms and Amot controls, not previously exhibited in Sydney, were favourably received and valuable orders should follow.

A busy corner of BRITEC 73 in Bilbao with a group of interested Spanish businessmen at the stand of Croydon Precision Instrument Co. Last month's British Industrial Technology Exhibition was sponsored by the British Overseas Trade Board.

Anglo-Soviet long-term economic agreement

THE text of a ten-year agreement between the United Kingdom and the Union of Soviet Socialist Republics on the development of economic, scientific, technical and industrial co-operation was initialled in London on November 5. The final negotiations had taken place on November 1 and 2 with Mr. A. N. Manzhulo, Deputy Minister of Foreign Trade, leading the Soviet delegation.

Although the areas for co-operation so far identified are to some extent provisional, it is envisaged that the following sectors will be covered:

> Computers, scientific instruments, textiles, medicine, medical equipment and instruments, machine tools, construction and building materials, electric power, ferrous metallurgy, oil, coal and mining industries, containerisation, long-term transport problems, microbiological protein synthesis, copying machines, environmental engineering, food technology including processing, paper and papermaking machine technology, automation, packaging technology, materials handling and chemical and petrochemical industries.

It is hoped that Ministers will sign the agreement before the end of the year.

Mr. Peter Walker on economic relationships with Hungary and Romania

ON returning to London on October 31 from visits to Hungary and Romania, Mr. Peter Walker, Secretary of State for Trade and Industry, said:

'I believe that my talks with the Hungarian Prime Minister, Mr. Jeno Fock and the Romanian President, Mr. Nicolae Ceausescu, and the Economics Ministers of both countries will mark the commencement of an entirely new and close trade and economic relationship between these two countries and Britain.

Joint ventures

'When a few years ago the West German economy was confronted with a shortage of capacity part of the problem was met by the migration of foreign manpower into Germany. Perhaps more successfully Germany also entered into a number of important joint ventures with Eastern European countries. The time has now arrived for a range of British industries to examine carefully the prospects for increasing their overall capacity and for extending their markets by well conceived joint venture arrangements.

'I return with detailed lists of products and industrial processes in which Hungary and Romania are interested. They include machine tools, steel making plant, aircraft and aviation equipment, vehicle accessories, nuclear power plant, hydraulic equipment, earth-moving equipment, mining machinery, chemicals and petrochemicals, and off-shore drilling equipment—a range of activities in which British industry could well participate.

Quicker decisions

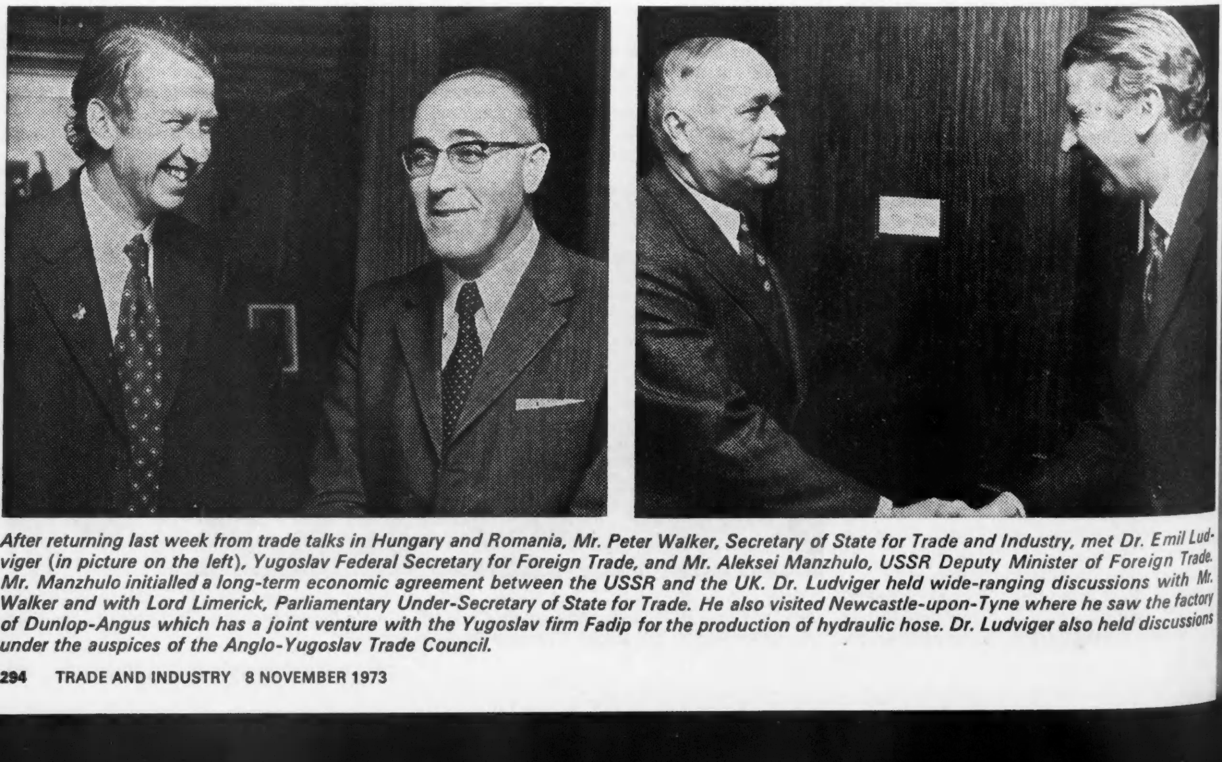
'I have agreed arrangements with senior Ministers in both countries whereby the process of decision-taking will be speeded up and we shall communicate with each other on a considerably increased scale.

'1973 to 1980 could prove to be a period of substantial economic co-operation between Hungary, Romania and Britain. It could well extend to joint projects in third markets.

'As well as the order for a £7 million chemical plant that was finalised during my stay in Hungary, I am pleased that in both countries some considerable deals are in an advanced stage of negotiation with very good prospects of success.'

British Honduras renamed 'Belize'

THE official name of the colony formerly known as British Honduras has been changed to Belize. **CRE ext. 5627**



After returning last week from trade talks in Hungary and Romania, Mr. Peter Walker, Secretary of State for Trade and Industry, met Dr. Emil Ludviger (in picture on the left), Yugoslav Federal Secretary for Foreign Trade, and Mr. Aleksei Manzhulo, USSR Deputy Minister of Foreign Trade. Mr. Manzhulo initialled a long-term economic agreement between the USSR and the UK. Dr. Ludviger held wide-ranging discussions with Mr. Walker and with Lord Limerick, Parliamentary Under-Secretary of State for Trade. He also visited Newcastle-upon-Tyne where he saw the factory of Dunlop-Angus which has a joint venture with the Yugoslav firm Fadip for the production of hydraulic hose. Dr. Ludviger also held discussions under the auspices of the Anglo-Yugoslav Trade Council.

Woven cotton and polyester-cotton textile imports in 1974

NEGOTIATIONS within the framework of the GATT are currently taking place with a view to producing a new international agreement, to replace the Long-Term Arrangement regarding International Trade in Cotton Textiles, which expires at end of 1973. It is likely that the new agreement will contain broad guidelines for negotiated or imposed restraints on textiles of all fibres, where justified by actual or potential market disruption. UK membership of the European Economic Community will mean that restraint levels will generally be negotiated by the EEC Commission for the Community as a whole; within the Community quotas, sub-limits for individual member states may be fixed. The levels of quotas negotiated in this way are unlikely to be known until some time in 1974.

As an interim measure, therefore, the following arrangements will apply with effect from January 1, 1974.

Woven cotton textiles. Imports of woven cotton textiles from those countries which are now subject to restraint (except for those countries which have arrangements covering both cotton and polyester/cotton) will continue to be licensed in 1974 on the assumption that the eventual quota levels will be no lower than those for 1973. If the 1973 levels are reached in 1974 before the new quotas are known, no further licences will be issued for the time being. If the new quota levels, when known, are higher than the 1973 levels, licensing will be resumed to enable the difference to be used.

Polyester/cotton and cotton goods from Hong Kong. The current arrangements are being extended until June 30, 1974 by increasing the 1973 quota by 50 per cent. A further notice regarding Hong Kong quota levels after July 1, 1974 will be issued in due course.

Polyester/cotton and cotton goods from South Korea. The 1974 levels of imports of these goods from South Korea were agreed early in 1973 and detailed in *Trade and Industry* of March 29, 1973 and in NTI 1403. The quotas will continue to be export administered by the South Korean Authorities.

Polyester/cotton and cotton goods from Taiwan. The quota levels for Taiwan in 1974 are set out in Table 1. Import licences for goods shipped after January 1, 1974 will be issued against valid export certificates provided by the Taiwanese authorities within the maximum export levels.

Polyester/cotton and cotton goods from Colombia. Colombia will restrain her exports of woven cotton and polyester/cotton textiles to the United Kingdom within the maximum levels set out in Table 2. With the exception of those goods for which a valid import licence has been issued before the date of this notice, licences for goods shipped on or after January 1, 1974 will be issued only against valid export certificates provided by the Colombian Government within the maximum export levels.

Polyester/cotton and cotton goods from Thailand. With the exception of those goods for which a valid import licence has been issued before the date of this notice, woven polyester/cotton and cotton goods shipped from Thailand on or after January 1, 1974 will be subject to the restraint levels set out in Table 3, which apply to the first six months of 1974 only and are subject to review. The six-month quota will be allocated to importers by the Department of Trade and Industry on a proportional basis according to past trade. Importers who have received licences to import polyester/cotton goods from Thailand and wish to participate in the new arrangements for 1974 should therefore apply in writing to the Chemicals and Textiles Division, 20th Floor, Millbank Tower, Millbank, London SW1P 4QU. The arrangements for the six months after June 30, 1974 will be announced in due course.

The temporary suspension of licensing of polyester/cotton textiles from Colombia and Thailand, announced in *Trade and Industry* on August 23, 1973, is superseded by these arrangements.

Polyester/cotton textiles from other low-cost sources not subject to quantitative restrictions, will continue to be subject to specific import licensing for monitoring purposes, as announced in *Trade and Industry* on March 29, 1973 and in NTI 1396. Such licences will continue to be freely issued, with six months validity, unless a sharp increase in orders covered by applications for licences from a particular source or sources makes it necessary to introduce restraints. If such cases occur, a further announcement will be made.

This notice does not effect the Eastern Area, the Mediterranean Associates or Japan the arrangements for which will be announced separately later.

Inquiries regarding this notice should be made to DTI, Chemicals and Textiles Division, Millbank Tower, Millbank, London SW1P 4QU. Tel: 01-834 4422, ext. 717 or 718 for polyester/cotton and cotton goods and ext. 715 for woven cotton textiles. All applications for licences, with the exception of applications for licences for imports from Thailand, should be made to Import Licensing Branch, Sanctuary Buildings, 16/20 Great Smith Street, London SW1P 3DB.

WOVEN COTTON AND POLYSTER COTTON TEXTILE RESTRAINT LEVELS 1974

(million square yards)

TABLE 1. TAIWAN

	Total of which:	Fabrics	Made-up goods	Of which: shirts
Combined level of which:	14.2	11.3	2.9	2.1
Cotton	6.6	6.1	0.5	0.2
Polyester Cotton	7.6	5.2	2.4	1.9

TABLE 2. COLOMBIA

	Total of which:	Made-up goods	Of which: shirts
Combined level of which:	4.5	2.1	2.0
Cotton	2.0	1.5	1.5
Polyester Cotton	2.5	0.6	0.5

TABLE 3. THAILAND (January-June)

	Total of which:	Made-up goods	Of which: shirts
Combined level of which:	2.5	0.9	0.8
Cotton	0.5	0.4	0.4
Polyester Cotton	2.0	0.5	0.4

Note: With regard to Taiwan and Colombia there will be a facility for transferring some additional yardage, equal to not more than 18 per cent of the polyester cotton quota from the cotton quota. Alternatively, the cotton quota may be increased by transfer of yardage from the polyester cotton quota.

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Anti-dumping duty on East German confectionery twist wrapping machines

THE Anti-Dumping Duty (No. 2) Order 1972 imposed an anti-dumping duty of £2,250 per machine with effect from September 14, 1972 on imports of machinery for wrapping pre-formed individual pieces of confectionery, originating in the German Democratic Republic and Berlin (East). The fair market price on the basis of which the anti-dumping duty was assessed was calculated by reference to prices of imports into the United Kingdom of comparable machines from Italy.

Following representations from the importers of the machines subject to anti-dumping duty that there have been subsequent imports of other machines claimed to be comparable, the Department of Trade and Industry is reviewing the basis of calculation of the fair market price.

In the case of imports from state trading countries Section 4(4) of the Customs Duties (Dumping and Subsidies) Act 1969 provides that there may be taken as representing the fair market price such price as the DTI may determine by reference to any price obtained for goods of that description when exported to the UK from another country, with adjustments made to ensure comparability.

East German laws on establishing branch offices

A TRANSLATION of the laws governing the establishment of branch offices in the German Democratic Republic is now available, and may be obtained, together with a note on the subject, from Market Information Section, Export Services and Promotions Division, DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757 ext. 477).

Nigeria and Czechoslovakia

A THREE-YEAR trade agreement between Nigeria and Czechoslovakia was signed in Lagos on October 10, 1973. In addition to lists of products to be exported by each country the agreement provides for most favoured nation trading terms, reciprocal use of national transport facilities and co-operation on trade and exhibitions.

CRE ext. 3064/3338

CRE Commercial Relations and Exports Divisions
Department of Trade and Industry
1 Victoria Street, London SW1H 0ET
Tel. 01-222 7877

EDB Export Data Branch, Export Services Division
Department of Trade and Industry
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757

International Copyright Conventions

THE Copyright (International Conventions) (Amendment No. 5) Order 1973. S.I. 1973 No. 1751 came into operation on October 31, 1973. This Order further amends the Copyright (International Conventions) Order 1972. It takes account of the accession by Algeria to the Universal Copyright Convention.

Copies of the order may be obtained from, Sale Branch, The Patent Office, Orpington, Kent BR5 3RD or from any branch of Her Majesty's Stationery Office, price 3p, by post 6p.

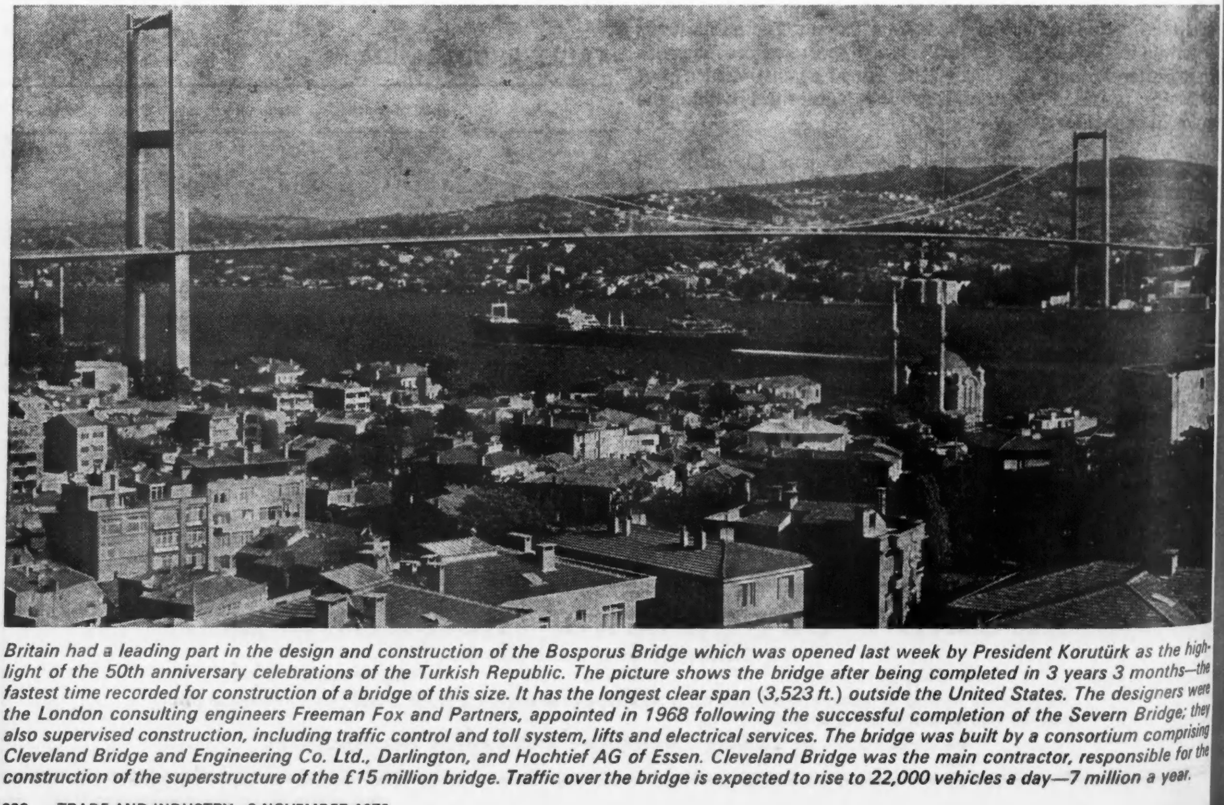
Hints to business men booklets

REVISED editions of the booklets on the Irish Republic and Brazil have been published in the 'Hints to business men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services and Promotions Division, Department of Trade and Industry, Room D05-09, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757, ext. 7146) or to any Regional Office of the Department of Trade and Industry.

Bahrain: project list

A NEW list, prepared by the British Embassy at Manama, of major development projects in progress or at the planning stage has been received. Copies of this and of similar lists compiled for other Middle East countries by the British Embassies concerned are available.

CRE ext. 3419



Britain had a leading part in the design and construction of the Bosporus Bridge which was opened last week by President Korutürk as the highlight of the 50th anniversary celebrations of the Turkish Republic. The picture shows the bridge after being completed in 3 years 3 months—the fastest time recorded for construction of a bridge of this size. It has the longest clear span (3,523 ft.) outside the United States. The designers were the London consulting engineers Freeman Fox and Partners, appointed in 1968 following the successful completion of the Severn Bridge; they also supervised construction, including traffic control and toll system, lifts and electrical services. The bridge was built by a consortium comprising Cleveland Bridge and Engineering Co. Ltd., Darlington, and Hochtief AG of Essen. Cleveland Bridge was the main contractor, responsible for the construction of the superstructure of the £15 million bridge. Traffic over the bridge is expected to rise to 22,000 vehicles a day—7 million a year.

TARIFF & TRADE NOTICES

Irish Republic

IMPORT QUOTAS—MOTOR VEHICLES: The Department of Industry and Commerce in Dublin has announced that arrangements are in hand concerning import quotas for motor vehicles entering the Irish Republic during 1974. The number of vehicles has not yet been finally determined but applications are invited from authorised import agents to participate in the quota.

EDB ext. 288/466/467

France

DUTY-FREE FUEL ALLOWANCE FOR CERTAIN COMMERCIAL VEHICLES: In accordance with EC Council Directive 297/68, an *arrêté* in the French *Journal Officiel*, October 18, 1973 states that fuel contained in the normal fuel tanks of commercial vehicles used for the public transport of passengers (motor coaches) or the transport of goods (lorries, road haulage vehicles, etc.) is admitted free of duty and taxes to the limit of 100 litres (22 gallons) per vehicle and per journey. The *arrêtés* of March 27, 1962 and January 13, 1964 are no longer valid. Copies of the French *arrêté* can be sent on request or seen at Export House.

EDB ext. 423/408/288

Federal Republic of Germany

IMPORT LICENSING—FABRICS MADE OF JUTE OR OTHER TEXTILE BAST FIBRE: The Federal German authorities have invited applications from German importers for import licences for fabrics made of jute or other textile bast fibres:

Up to and including 150 centimetres wide, under tariff numbers BN 5710 21, 29, 31, 39, 50; and

Of more than 150 centimetres wide, under tariff numbers BN 5710 71, 75, 79.

Applications for import licences should be made by December 31, 1973 at the latest.

The licences will be valid for eight months, unless applications for longer periods have been approved.

Certificates of Origin will be required on importation.

EDB ext. 466/467/482

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Spain

EXTENSION OF TARIFF REDUCTIONS AND SUSPENSIONS: Notice was given in *Trade and Industry*, August 16, 1973, page 344, of tariff reductions and suspensions valid until October 12, 1973. The Spanish *State Gazette*, October 24, 1973, announced the extension of validity until January 12, 1974, as follows:

Tariff no.	Description	Percentage of reduction
29.23.D.1	Glutamic acid and its salts	100%
41.01	Fresh salted or dried hides and skins.	
41.01.A.3.a	Sheep and lamb hides and skins in their wool, whole weighing over 170 kg per 100.	100%
41.01.A.5.a	Sheep and lamb hides and skins in their wool, split	100%
53.01	Sheep's or lamb's wool, not carded or combed:	
53.01.A	Greasy wool	100%
53.01.B	Washed and degreased wool, with a washing loss of 10 per cent or less by weight	75%
53.01.C	Carbonised wool	75%
53.01.D	Dyed wool	75%
53.03	Waste of sheep's or lamb's wool or of other animal hair (fine or coarse excluding rags)	100%
53.04	Rags of wool and hair (fine and coarse)	100%
53.05	Wool and hair (fine or coarse), carded or combed	75%

EDB ext. 462/471/472/473

PETROCHEMICAL PRODUCTS—CONCESSIONAL DUTY RATES EXTENDED: The Spanish *State Gazette*, October 24, 1973, announced a further extension of concessional rates of import duty until December 31, 1973, on the following:

Tariff no.	Description	Duty
29.01.A.1	Butadiene	Nil
29.08.D	Ethylene glycol	4.5
29.15.D.1	Dimethyl terephthalate	Nil
29.22.A.4	Hexamethylenediamine monomer adipate	Nil
29.27.B	Acrylonitrile monomer	Nil
29.35.G	Caprolactame	Nil
39.01.E.1	Hexamethylene-diamine adipate polymers	11.5%
39.01.E.2	Other polyamides	11.5%
39.01.G	Ethylene-glycol polyterephthalate	4.5%
39.02.G.1	Acrylonitrile copolymers	Nil
39.02.H.1	Polyvinyl butyral and polyvinyl formal	Nil

EDB ext. 462/471/472/473

FRESH MILK—IMPORT DUTY SUSPENDED: The Spanish *State Gazette*, October 24, 1973, announced the suspension of import duty on fresh milk (tariff heading 04.01) until January 23, 1974.

EDB ext. 462/471/472/473

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SPAIN
continued

IMPORT DUTY MODIFICATIONS—SOYA BEAN OIL AND SOYA BEAN BY-PRODUCTS: The Spanish *State Gazette*, October 8, 1973, published an Order of October 3 clarifying the import duties to be paid for the importation of soya bean oil, tariff heading 15.07.A.2.a.3 and 15.07.A.2.b.3, 9 per cent import duty *ad valorem.* Soya bean by-products, tariff heading 23.04.B, 2 per cent import duty *ad valorem.* **EDB ext. 462/471/472/473**

Switzerland

TARIFF AMENDMENTS: Swiss Recueil No. 40, October 8, 1973 published the following tariff amendments:

1. Import duty on BN 1102.12, hard wheat meal, is temporarily suspended with effect from October 15. This suspension is effective until February 28, 1975 subject to prevailing economic conditions.
2. The description of BN heading 2007.08 is amended with effect from October 1, 1973, to read as follows:

'Grape juice for use in the preparation of non-alcoholic grape juice'. **EDB ext. 460/461**

Jordan

CAPITAL GAINS TAX: A Royal Degree has been issued approving the enactment of the Capital Gains Tax (Temporary) Law 1973, which, although not yet approved by the Jordanian Parliament, came into force on October 15, 1973.

The rate of tax on land and buildings is 20 per cent of the difference between the cost price as last registered at the Lands Registration Department since January 1, 1966, and the current selling price, subject to an abatement of 10 per cent of the difference for each year of possession since January 1, 1966. Where land and property were registered prior to 1966, the original cost price to be used in the calculation will be based on an official evaluation to be carried out under a procedure to be announced. The seller only is liable to pay the tax.

The 20 per cent rate will also be levied on all increases in the registered capital of public companies which arise from a revaluation of assets.

There is no further information available at the moment.

CRE ext. 5497

Ivory Coast

IMPORT REGULATIONS—RUBBER GOODS: Importation into the Ivory Coast of certain rubber goods (tariff code 40.05.01) has been prohibited, unless special authorisation has been obtained. **EDB ext. 472/473/471/462**

Ghana

IMPORT LICENSING: The following notice was published in the Ghana *Commercial and Industrial Bulletin,* October 19, 1973:

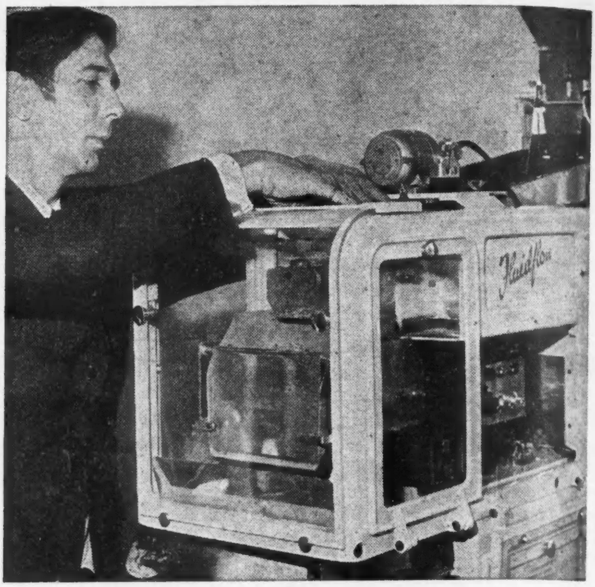
General Notice to Importers. The Controller of Imports and Exports wishes to make the following announcement for the information and compliance of importers:

a Importers are requested to submit immediately to the CIE copies of letters of credit they opened in respect of all licences issued to them since January 1972. The purpose of this exercise is to find out which of these licences have been utilised. Importers are advised that their applications for import licences for 1974 will not be considered unless these copies of letters of credit are submitted.

b With immediate effect, the period for which any import licence is valid has been reduced to one month. Importers who fail to utilise their licences within one month after the date of issue will have their licences cancelled.

c For all items intended for sale to the public, applicants for special unnumbered licences must furnish, in addition to the particulars requested on the form, the wholesale and/or retail prices, whichever is applicable.

d Copies of each application for special unnumbered licences for foodstuffs meant for sale to the public should be submitted to the Managing Director, Food Distribution Corporation, PO Box 4245, Accra. **EDB ext. 471/472/473**



Buyers in Iran will be seeing this Fluidflow vibrator automatic weighing machine during the Birmingham Chamber of Commerce and Industry trade missions to Iran from November 13 to 20. The picture shows the Fluidflow weigher—which has been successful in export markets—being demonstrated by Mr. C. J. Green, senior area controller of the manufacturers, Driver Southall Ltd., Birmingham. Britain's trade with Iran increased by nearly 50 per cent in 1972.

Mozambique

IMPORT DUTIES: In general goods originating in metropolitan Portugal (including Madeira and the Azores) may be imported into Mozambique free of duty. The following goods are, however, excluded from this preferential treatment and the full rate of import duty is payable:

> Hams, Italian-type sausages, bicycles, toys, empty bottles and demijohns, steel furniture, biscuits, butter, wine and alcoholic beverages, preserved tomatoes, white woollen clothing, unbleached cloth, ruled paper, shoes, blankets except those of synthetic textile fibres, fishing nets, fishing lines, oilcloth and tarpaulin, and noodles.

British exporters requiring rates of import duty should specify the goods in which they are interested, quoting BN headings if possible. **EDB ext. 460/461**

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South Africa

TARIFF CHANGES: The following amendments were published in the South African *Government Gazette*, October 12, 1973:

R.1865: BN 29.31
The duty on xanthates is amended from 20% or 3,800 c per 100 kg less 75 per cent of the fob price to 20% or 4,400 c per 100 kg less 75 per cent of the fob price.

R.1866: BN 39.02 and 39.07
Specific provisons, free of duty, are made for heat shrinkable or prestretched tubes and for heat shrinkable protectors, of artificial plastic material specifically designed for the protection, insulation and strain relief of wire, cable, cable joints and the like from abrasion, corrosion and moisture.

R.1867: BN 82.03
Torque wrenches are now classifiable under subheading no. 82.03.90 at a rate of duty of 3% (General) and free (Preferential).

R.1868: BN 84.23
Specific provision is made for crawler track-mounted percussion drill rigs with a drilling capacity not exceeding 127 mm and the general duty thereon is increased from free to 25% or 3,000 c per 100 kg.

INDUSTRIAL REBATES OF DUTY
R.1869: BN 48.07
Provision is made for a rebate of the full duty on imprinted sulphate or sulphite paper and paperboard, bleached and coated, for the manufacture of containers for frozen food.

EDB ext. 471/472/473/462

Seychelles

TARIFF AMENDMENT—FISHING EQUIPMENT: Statutory Instrument No. 59 of 1973 published in the *Seychelles Gazette*, July 30, 1973, amends the customs tariff in Schedule B—exemptions from import duty—by the deletion of item 24 and the substitution of the following:

24 All equipment, machinery and plant imported solely and exclusively for use by the importers in the fishing industry, and all fish hooks, fishing lines, fish nets and tackle

EDB ext. 471/472/473/462

PROHIBITED IMPORT—CUCUMBERS: Statutory Instrument No. 56 of 1973, published in the *Seychelles Gazette*, July 25, 1973, prohibited from August 9, the importation of cucumbers. This Order is made under the Protection of Local Agricultural Products, Ordinance No. 11 referred to in *Trade and Industry*, August 16, 1973, page 347. **EDB ext. 471/472/473/462**

Japan

MOTOR VEHICLE REGULATIONS—EXHAUST CONTROL: The Japan Automobile Importers' Association has provided an unofficial translation of the Japanese regulations on exhaust emission control standards. Copies are available on loan. **EDB ext. 475/420**

Australia

RESULT OF TARIFF BOARD BY-LAW INQUIRY—POLYSTYRENE BEADS, COATED PAPERBOARD: A notice in *Trade and Industry*, March 22, 1973, stated that a reference had been made to the Australian Tariff Board on by-law entry of expandable polystyrene beads (tariff item 39.02.13) and coated paperboard (tariff item 48.07) for use in the manufacture of disposable hot drink cups. The inquiry has been completed and as a result coated paperboard for use in the manufacture of hot drink cups will be granted concessional by-law entry but expandable polystyrene beads for the same end use will not be admitted into Australia under by-law. **EDB ext. 468/469/401**

Canada

MINERAL AND SPRING WATER: The Canadian Department of Consumer and Corporate Affairs has announced amendments to the Food and Drug Regulations in respect of the composition and labelling of mineral or spring water. The new regulations, copies of which are available, come into force on Janaury 1, 1974. **EDB ext. 455/456/457**

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, DTI, 1 Victoria Street, London SW1H 0ET (tel: 01-222 7877); and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

FOODS, DRUGS, COSMETICS, MEDICAL DEVICES AND RADIATION EMITTING DEVICES: The Health Protection Branch of the Canadian Department of Health and Welfare has made public, through its Rx monthly bulletin, information about the withdrawal from sale of foods, drugs, cosmetics, medical devices and radiation emitting devices where the products are a hazard to health; major seizures of products after legal charges have been made or which have been forfeited to the Crown with the consent of the owner; products which have been refused entry into Canada. Particulars are contained in Information Letters 398 and 400, copies of which are available. **EDB ext. 455/456/457**

United States

CERAMIC TABLEWARE: From January 1, 1974, a 'Certificate of Acceptability' will be required to accompany imports of glazed ceramic tableware into the State of California; this agreement will also apply to inter-state commerce. Certificates of Acceptability are required for each pattern and are valid for a period of six months. There will be a fee for each certificate issued and initially this will be $60. **CRE ext. 5397**

St. Lucia

CONSUMPTION TAX—GIN, MOTOR SPIRITS: The St. Lucia authorities announced in notice No. 27 of September 29, 1973, the following changes in the Consumption Tax:

BTN	Description of goods	Rate of duty
22.09.40	Gin not exceeding the strength of proof (per liquid gal.)	$18.00 per L. Gal.
22.09.41	Other gin (per proof gal.)	$18.00 per L. Gal.
27.10.10	Motor spirits (gasolene and other light oils for similar use) including gasolene blending agents	0.03c per L. Gal.
27.10.30	Other motor spirits	0.30c per L. Gal.

EDB ext. 7312/474/476

Dominica

IMPORT LICENSING CHANGES: The Dominica authorities issued in the *Dominica Gazette*, September 27, 1973, a new import licensing list. Additional items requiring an import licence are sauces, vegetables, meat, eggs, poultry, spices, fruit, soap and felt hats. Details are available. **EDB ext. 7312/474/476**

Chile

EXCHANGE TRANSACTIONS: The Chilean Central Bank has introduced new payment regulations for 'Cash against Documents' imports. Under these, foreign currency will not be released by the

(continued on page 301)

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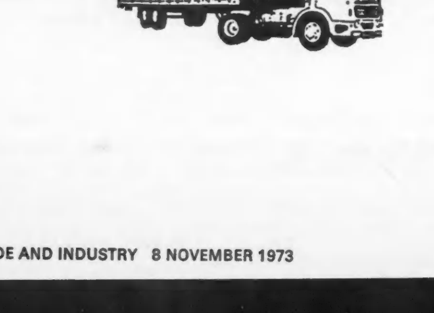

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CHILE
continued

Central Bank before 180 days (previously 122/150 days) from the date of deposit of escudos (previously from shipment date) by the importer at his commercial bank. The regulations no longer specify a mandatory period within which the escudos payment must be deposited (previously 15 days from receipt of shipment documents). Under this system the minimum period within which payment can now be made will be approximately 200 days.

The Chilean Central Bank states that as an alternative to their 180-day arrangements, commercial banks are now authorised to undertake private, hard currency business at terms the individual banks may consider suitable.

Copies, in Spanish, of circulars 1980 and 1982 are available.

CRE ext. 5289

CURRENCY REGULATIONS AFFECTING VISITORS: The Chilean Central Bank has announced changes in currency regulations affecting visitors. The visitor should declare on arrival the amount of foreign currency he is carrying. A duplicated form is supplied for the purpose; the visitor should retain a stamped copy for presentation on departure. Each person should sell for Chilean currency, at the ruling official exchange rate in the 'brokers' exchange market, the following amounts of foreign currency for each expected day of sojourn in the country (days of arrival and departure to count as one), regardless of country of origin:

Adults (over 19 years of age)	US$10 or equivalent per day
Minors (3 to 18 years of age)	US$5 or equivalent per day
Children (up to 2 years of age)	Nil

Sales of foreign currency should be made only at authorised commercial banks or at the Chilean Central Bank's offices, including that at Santiago International Airport. The visitor should retain a copy of each transaction for possible presentation on departure. If the visitor leaves the country before the declared time, he may reconvert to foreign currency (at the authorised establishments) the corresponding excess amount of Chilean currency. For this purpose he will be required to exhibit his passport and copies of the foreign currency declaration made on arrival and of any official exchange transactions he may have made during his stay.

Exceptions to these rules are allowed in the following cases:

Those required to sell only 50 per cent of the above amounts (subject to the prior approval of the Central Bank in each instance:)

Parents, spouses, children and brothers/sisters of residents in Chile.

Non-professional sporting delegations.

Those who are totally exempt:

Travellers with diplomatic passports accredited to the Government of Chile, and members of their immediate families.

Special cases, previously approved by the Central Bank, such as official invitees, provided all their expenses in Chile are met by the local inviting body.

Priests of any religious denominations entering Chile for purposes related to their calling and provided their expenses in the country are paid by their related local organisations (subject to prior approval in each case by the Central Bank).

CRE ext. 5289

CRE Commercial Relations and Exports Divisions
Department of Trade and Industry
1 Victoria Street, London SW1H 0ET
Tel. 01-222 7877

EDB Export Data Branch, Export Services Division
Department of Trade and Industry
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757

Venezuela

TARIFF AMENDMENTS: Resolution HA 1096 of the Ministry of Finance modifies a number of headings in the Venezuelan tariff introduced by Decree 1168 of December 27, 1972. The following tariff numbers are wholly or partly affected:

22.06 25.14 25.15 25.16 27.07 27.16 29.14 32.01 32.09 32.12 33.06 36.04 37.03 39.05
39.07 40.14 40.16 42.03 44.14 48.16 49.01 49.07 59.03 59.08 59.17 62.05 73.08 73.10
73.15 83.02 83.07 84.22 84.49 85.08 87.06 87.09 87.10 89.01 90.03 90.04 90.29 97.04
97.08

DUTY CONCESSIONS—Steel bars etc. Resolution HA 1096 also allows for a 90 per cent reduction in duty until December 31, 1973, on the following items provided that the reduction is authorised by the Ministry of Finance and the Ministry of Development.

Tariff no.	Description
73.10.00.03	Reinforcement bars for cement or concrete
73.10.00.99	Other
73.15.05.01	Bars of fine carbon steel, except hollow bars for mining drills
73.15.05.04	Bars of other alloy steels, except hollow bars for mining drills
73.15.16.01	Hoop and strip of fine carbon steel
73.15.16.99	Other hoop and strip
73.15.18.99	Other wires of alloy steel

EDB ext. 474/476/7312

Foodstuffs. Resolution 1101 of the Ministry of Finance allows for a 90 per cent reduction in duty on certain foodstuffs until December 31, 1973, provided they have (except for items in BN nos. 20.01 and 20.02) a health certificate issued in the country of origin. The following tariff numbers are wholly or partly affected:

07.05 08.03 08.04 08.05 08.06 08.12 10.05 20.01 20.02

EDB ext. 474/476/7312

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European Community aid for redundant steelworkers

FINANCIAL benefits from European Community funds are to be made available to redundant steelworkers who qualify under Article 56 of the Treaty of Paris, said Mr. Tom Boardman, Minister for Industry, in Parliament on November 2.

A written question to the Secretary of State asked: 'What progress he has made in the negotiations with the European Commission for the provision of payments to help redundant steelworkers to which he referred in his White Paper on the British Steel Corporation's Ten Year Development Strategy.'

Mr. Boardman replied: 'The Government has concluded an Agreement with the European Commission under which financial aid from Community funds will be avilable to provide benefits to redundant steelworkers who qualify under Article 56 of the Treaty of Paris.

'These benefits include payments, over a period, designed to bring a man's or woman's current earnings up to 90 per cent of previous earnings; allowances sufficient to secure no loss of income, over a period, for those undergoing retraining; and resettlement and removal grants. There will also be benefits for those who remain unemployed and older men may opt to commute these into an annuity or pension.

'Regulations to enable the Secretary of State for Trade and Industry to pay these benefits will be laid before Parliament in due course.'

Article 56 of the Treaty of Paris enables the European Commission to contribute to assistance given to coal and steel workers who lose their jobs or are redeployed when an undertaking within the Community which is engaged in the production of coal or steel (as defined in the Treaty) is forced by fundamental changes in market conditions to discontinue, curtail or change its activities. The Commission may contribute up to a maximum of half the net cost of the assistance, the State concerned meeting the remainder.

The scheme represents a significant exercise of the UK's rights as member of the European Community in securing financial support towards alleviating the social effects of the steel modernisation programme.

It is expected that a high proportion of those who are made redundant as a result of the BSC's development strategy will qualify for benefits under the Scheme. In the light of discussions with the European Commission it is estimated that the Commission's contribution to the total cost of the Scheme may amount to some £7 million over the next five years. This sum can however be greatly affected by the age of potential beneficiaries and by the nature of their entitlement to benefit.

The scheme will be available equally to workers in private sector steel undertakings.

Benefits will be payable in respect of closures occurring since the UK's accession to the Community.

Periods of benefit will vary according to a man's age and circumstances.

The make up in earnings will be available both to those who are re-employed within the steel industry and those who find new jobs outside.

The products covered by the Treaty of Paris are listed in an annex to the Treaty. The limited range not subject to the ECSC Treaty include iron and steel castings, steel forgings, tubes, wire and bright bars.

Negotiations are proceeding for an ECSC contribution to existing schemes of special assistance for coal miners.

Mr. George Thomson, EEC Commissioner responsible for regional development policy (left), pictured at British Steel Corporation's Clydebridge plate mill on the first appointment of a five-day visit to Scotland. On the right is Mr. Andrew Young, director, Scottish, Shelton and East Moors Group, and BSC's Scottish Co-ordinator. The Commissioner was accompanied by Signor Renato Ruggiero, the Community's director-general for regional policy.

'EIB could help solve some of our regional industry problems'

—Mr. Christopher Chataway

THE European Investment Bank could play a major part in helping to solve some of the problems of the United Kingdom's older industrialised regions, said Mr. Christopher Chataway, Minister for Industrial Development, in London on October 30.

'There are encouraging signs to show that our measures are taking effect. For instance it is estimated that about 42,000 new jobs have been created in the Assisted Areas as a direct result of Government grants and loans and further applications involving 46,000 new jobs are under consideration.

'But,' he said at a European Investment Bank dinner, 'we have still a long way to go. We are still faced with considerable problems of modernisation and conversions in industries such as steel, shipbuilding and textiles, and it is here that I believe assistance from the EIB could play a considerable part.

'A very good example of the way in which the Bank can help in this field is the contract which, I understand, you will sign tomorrow for the first major EIB loan for a modernisation project in the United Kingdom. This particular project fits very well into the category I have just described. I very much welcome this loan and hope that it will be the first of many EIB loans for industrial modernisation in the United Kingdom.'

Mr. Chataway pointed out that the facilities of the EIB could also be used for infrastructure projects.

'Improvements in infrastructure are needed in all parts of the country, but, again, the problems are greater in the Assisted Areas. Our infrastructure programmes reflect this variation. Their aim is not only to improve the infrastructure of these areas but also to ensure that the areas remain, or become, attractive places to live in. Both aspects are necessary to attract industry. A low level of amenity and an obsolete infrastructure can themselves be the cause of decline.'

He said that one of the most likely fields for EIB support is that of communications, particularly major bridges and tunnels. 'Some projects have already been discussed with the Bank,' he said, 'and other possibilities are major transport schemes within big conurbations.

'We are hopeful that with all these contacts and discussions we shall make full use of the Bank's facilities to improve our infrastructure.'

Simplifying trade procedures in the European Community

The problems of trade procedures and documentation caused by the development of the European Community were discussed by the national trade facilitation organisations of Britain and four other Community Member States in London on October 26. The meeting was convened by the United Kingdom Board for the Simplification of International Trade Procedures (SITPRO) whose chairman is Lord Thorneycroft. It was attended by the chairmen or senior representatives of the sister organisations in Belgium (SIPROCOM), Denmark (DANPRO), France (SIMPROFRANCE), and the Netherlands (SITPRONETH). The meeting was the first of the regular consultations decided upon last August. The aim of these is to develop a forward-looking role for the Community in the worldwide process of evolving better ways of doing international business.

The discussions were not confined to problems of trade within the Nine. The facilitation of trade between the Nine and the EFTA countries, with the Community Associates and with the other trading partners of the Community as well as future international work in simplifying trade procedures, were also reviewed.

The organisations expressed approval of the recent initiative of the Commission of the European Communities in recognising the urgent need to simplify Community trade procedures. In a submission to the Council of Ministers last June, the Commission had made a remarkably forthright description of the current complexity of procedures in the Common Market by referring to them as often 'hardly compatible with even the concept of a Customs Union.' They also discussed the importance of current Benelux proposals for introducing a single document for meeting all Governmental requirements for declarations, statistical returns, etc. They welcomed the Belgian Government's initiative in putting forward this Benelux proposal as a possible model for the simplifications of procedures in the Community as a whole.

The meeting discussed what advice should be given to Commissioner Gundelach (the member of the Commission responsible for the Customs Union). The Commissioner had told Lord Thorneycroft that he intended to invite the representatives of the national organisations to discuss Community facilitation problems with him in the near future. It was decided that the Commissioner should be asked to make his invitation for January next and it was agreed that the next regular consultation of national organisations should take place in Brussels at the time of the meeting with Commissioner Gundelach.

The organisations decided that the role of Secretariat for their regular consultations should rotate annually and they requested the British SITPRO to undertake these functions for the coming year.

The meeting was fully aware of the need for the Community to adopt a thoroughly outward-looking attitude towards trade facilitation, in line with the call of the 1972 Paris Summit Conference to the Community Member States and Institutions 'to face up to the growing world responsibilities of Europe.'

New EC legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies may be obtained from HMSO. Information about the items listed, in so far as exports are concerned, is available from Department of Trade and Industry, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities.*

Wines. Regulation (EEC) 2865/73 amending Regulation (EEC) 1770/72 and drawing up the lists of agencies and laboratories which are empowered to issue the documents accompanying wines for direct human consumption imported from third countries. (*Official Journal* L295, October 23, 1973)

Regulation (EEC) 2866/73 concerning notification to the Commission by the Member States of import licences issued for wine. (*Official Journal* L295, October 23, 1973)

Regulation (EEC) 2890/73 concerning the private storage subsidy for the A II type of table wine. (*Official Journal* L297, October 25, 1973)

Fish, fish products. Regulation (EEC) 2854/73 fixing the standard values of fishery products withdrawn from the market in 1974, to be used in calculating the financial compensation. (*Official Journal* L293, October 20, 1973)

(continued on next page)

EEC information—Inquiry points at Customs and Excise headquarters

General inquiries on EEC matters which are the concern of HM Customs and Excise may be made to the following telephone extensions:

HM Customs and Excise, King's Beam House, 39-41 Mark Lane, London EC3R 7HE Tel: 01-626 1515

		Extn.
Community Transit	International Customs Division D —Branch 1	
	traders A-K	2263
	traders L-Z	2561
European Communities—general inquiries	International Customs Division D —Branch 4	3055
EEC Free Trade Agreements with EFTA countries	International Customs Division E —Branch 4	2385/2165
EEC Mediterranean Agreements, except Greece and Turkey, Anglo-Danish free trade agreement	International Customs Division E —Branch 4	2165
EEC Mediterranean Agreements, Greece and Turkey	International Customs Division D Branch 2	2561
Anglo-Irish Free Trade Agreement, Channel Islands, Isle of Man	International Customs Division E —Branch 4	2504
Compensatory levies	International Customs Division G —Branch 3	2343/2307
Copies of articles on customs preferences, public notices and customs forms on EEC matters	General Services Division—Unit 4	3079/2069

NEW EC LEGISLATION
continued

Rice. Regulation (EEC) 2855/73 repealing protective measures applicable to exports of rice and broken rice from the Community. (*Official Journal* L293, October 20, 1973)

Flax and hemp. Regulation (EEC) 2878/73 amending Regulation (EEC) 619/71 laying down general rules for granting aid for flax and hemp. (*Official Journal* L297, October 25, 1973)

Oils, fats and oilseeds. Regulation (EEC) 2881/73 prolonging the 1972/73 marketing year for oil. (*Official Journal* L297, October 25, 1973)

Eggs and poultry. Regulation (EEC) 2926/73 amending Regulation (EEC) 2637/70 as far as it concerns the period of validity of advance fixing certificates within the eggs and poultry sectors. (*Official Journal* L299, October 27, 1973)

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry*, February 15, 1973 contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1973. The texts of the following Regulations and notice reimposing the Common Customs Tariff Duties on certain of these products have been published in the *Official Journal of the European Communities*.

CCT no.	Description of goods	Country of origin	Full rate of duty payable from	Tariff quota or preference set up by Reg. No.
Regulation (EEC) 2922/73.				
ex 61.01	Men's and boys' outer garments:—Other than of cotton	Developing countries	October 30, 1973	2629/73
Regulation (EEC) 2923/73				
ex 61.03	Men's and boys' under garments, including collars, shirt fronts and cuffs:—Other than of cotton	Developing countries	October 30, 1973	2629/73
Regulation (EEC) 2924/73				
68.13	Fabricated asbestos and articles thereof (for example, asbestos board, thread and fabric; asbestos clothing, asbestos jointing), reinforced or not, other than goods falling within heading No. 68.14: mixtures with a basis of asbestos and mixtures with a basis of asbestos and magnesium carbonate, and articles of such mixtures.	Yugoslavia	October 30, 1973	2762/72
Regulation (EEC) 2925/73				
ex 61.01	Men's and boys' outer garments:—Of cotton fabric	South Korea	October 30, 1973	2629/73
		(*Official Journal* L299, October 27, 1973).		
Notice				
56.01	Man-made fibres (discontinuous), not carded, combed or otherwise prepared for spinning	Yugoslavia	October 17, 1973	2765/72
		(*Official Journal* C87, October 17, 1973)		

Exports to EFTA countries—claims for preferential tariffs

British exporters should note that claims for preferential tariff treatment for goods exported to the EFTA countries (Austria, Finland, Iceland, Norway, Portugal, Sweden and Switzerland) must be supported by the correct documentation prescribed in the Free Trade Agreements concluded between these countries and the enlarged EEC. *In no circumstances should EFTA forms and declarations be used.*

Details of documentation and procedure are set out in Customs Notice 810 which may be obtained free of charge from any United Kingdom custom house or office of a Collector of Customs and Excise, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE, to whom inquiries should be addressed (tel. 01-626 1515 ext. 2142/2385/2504).

CUSTOMS REGULATIONS—AMENDMENT: *Trade and Industry* dated October 11, 1973 (page 82) contained a notice about the list of persons authorised to issue flat rate guarantee vouchers in respect of Community transit matters under Article 32 of Regulation (EEC) 542/69.

The reference to HM Customs and Excise in that notice should be deleted.

CUSTOMS REGULATIONS: The *Official Journal of the European Communities* L297, October 25, 1973, contains the text of Directive 73/325/EEC modifying Article 7 of Directive 73/95/EEC applying Articles 13 and 14 of Directive 69/73/EEC on the harmonisation of provisions laid down by law, regulation or administrative action in respect of inward processing.

TARIFF QUOTA—RAW SILK: *Trade and Industry* dated February 8, 1973, contained a notice about Regulation (EEC) 2734/72 relating to the opening, allocation and administration of a Community tariff quota for 1,715 metric tons of raw silk (CCT No. 50.02) allocated on the following basis:

Germany	210 metric tons
Benelux	5 metric tons
France	600 metric tons
Italy	600 metric tons

The remaining 300 tonnes of the quota to form a reserve available to Member States who use 90 per cent or more of their original allocation.

The *Official Journal of the European Communities* L299, October 27, 1973, contains the text of Regulation 2911/73 increasing the amount of the Community tariff quota for raw silk (CCT 50.02) by 500 metric tons. The shares allocated to Member States shall be amended as follows:

Germany	210 metric tons
Benelux	5 metric tons
France	750 metric tons
Italy	900 metric tons

The Community reserve shall be increased from 300 metric tons to 350 metric tons.

EEC/EGYPT TRADE AGREEMENT: Information about the Trade Agreement between the EEC and Egypt was given in the issues of *Trade and Industry* dated October 4, and October 11, 1973 (pages 22/23 and 82/83 respectively). This Agreement came into force on November 1, 1973 (see *Official Journal of the European Communities* L284, October 11, 1973)

The *Official Journal* L285, October 12, 1973 contains the texts of the following Regulations setting up the tariff quotas for petroleum products and certain woven fabrics of cotton referred to in the article published in *Trade and Industry* on October 4.

Regulation (EEC) 2777/73 on the opening, allocation and administration of a Community tariff quota for certain petroleum products falling within Chapter 27 of the Common Customs Tariff refined in Egypt.

Regulation (EEC) 2778/73 on the opening, allocation and administration of a Community tariff quota for other woven fabrics of cotton falling within heading No. 55.09 of the Common Customs Tariff originating in Egypt.

Further information: Inquiries arising from this and the earlier notice and article should be addressed to: Department of Trade and Industry, Commercial Relations and Exports Division 4, 1 Victoria Street, London SW1 0ET, tel. 01-222 7877, exts. 5357, 5225 (general inquiries); Overseas Tariffs and Regulations Section Export Data Branch, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, exts. 420, 475, 7100 (import duties, taxes, etc., on exports to Egypt) 408, 482, 7174 (import duties, taxes, etc., on imports from Egypt into EEC other than UK); Tariff Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, tel. 01-222 7877, exts. 5544, 3713 (imports into UK from Egypt), 5713 (origin rules) and 3626 (UK tariff import quotas).

HM Customs and Excise: Adelaide House, London Bridge, London EC4R 9DB, tel. 01-626 1515, ext. 2165 (Customs documentation and procedure).

HOME FEATURES & NEWS

Companies House move: Sir Geoffrey Howe slams critics

Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, hit out at critics of the Government's plans to move the Companies Registration Office to Cardiff.

Speaking to a gathering of businessmen in London on November 2, Sir Geoffrey said: 'The plan to remove a large block of work from Companies House to Cardiff is not the result of some wild and irrational impulse on the part of the Government. On the contrary, it is the consequence of a cool managerial decision designed as part of a much-needed exercise not just to improve the quality of service provided by Companies House but to ensure the mere survival in face of burgeoning work loads of a limited basic standard in this vital public service. Let me explain why.

'New incorporations were under 20,000 in 1968; they have been coming in at an annual rate of nearly 64,000 this year. Changes of name were 8,000 in 1968; they are running at a rate of over 20,000 this year. The number of public searches has risen from 1,146,000 in 1968 to a rate of over 2½ million this year.

'Put another way, total workloads have been increasing by 25 per cent annually, and public searches by 20 per cent. Result—increasing congestion, increasing back-logs, increasing delays in prosecuting companies for default.

Massive staff increase

'There has been a massive staff increase: there are now nearly 1,000 posts at the CRO, some 60 per cent increase in two years; back-logs in new registration, 12-13 weeks a year ago, are now down to less than a week; a new computer system has been introduced, which is now rapidly improving the identification and pursuit of default. But the figures show a continuing increase in the work-load. The Companies Registration Office has already had to overflow into a separate building, with serious consequences for efficiency; it needs 18½ miles of shelving, its files weigh 2,000 tons; the public search room is crowded to the limit and production of documents is slow—not surprising with searches running at 38,000 a week.

'Some action can clearly be taken to limit this growth, I have already described some administrative action; legislation also has a part to play. As our recent White Paper on company law suggested, it is now obvious that the right to registration as a limited liability company should be so easily available—if only because of the mounting congestion and delay. The obligation to file accounts on time can be made much more specific. The penalties for not doing so can be made much more onerous. Other measures can be taken for simplifying the Registrar's flow of work. But our projections show that nothing can make the CRO an efficient operation in central London in the longer term. Unless radical action is taken, backlogs will inevitably reappear; there will be intolerable delay and crowdings in the search room. In short, there will be a virtual breakdown in the whole operation. The constraints are physical: the building will be absolutely full in about two years from now—assuming that we can recruit, train and retain the necessary staff. It is common knowledge that staff are not available in central London—indeed, it is common wisdom in the Press that office employment must leave the centre. Either we cannot keep our staff numbers up to the growing needs of the work, in which case we face a near breakdown; or we cannot accommodate the staff we shall need, and will reach breakdown by another route.

'The only solution, in other than the very short term, is to find a properly-designed building for this particular operation, with room to expand, in a place where staff can be found. Central London cannot meet those requirements; and concern for the continued efficiency of the CRO forces us to look elsewhere.

'The only sensible answer'

'Cardiff seemed to us the only sensible answer. It is not too far away from central London, by motorway or express train; it has many of the facilities of a capital city, including an active legal and business community; it is an intermediate area in employment terms, where 1,000 office jobs, with the prospect of further growth, are much to be welcomed; and a building can be ready for the CRO's special needs within the time-scale that we have to contemplate.

'As many users of the CRO already know, we are putting the most frequently demanded company records onto microfilm—those records which 80 per cent of readers ask to see. When the office goes to Cardiff, we shall ensure that at least this much material is available on film in London.

'But filming cannot provide the complete answer to all our problems—upon the basis that files can be kept out of London, with complete film copies available in the City. This would just not be physically possible. We reckon that even without any new registrations at all the 600,000 odd existing files (some of them several feet thick) would take 60 more cameras and 180 more staff five years to photograph, by which time the records would be another five years behind. The expense of all this does not bear contemplation, especially by those who would have to pay for the reader service! And even this would be no more than a palliative—congestion and shortage of staff would certainly recur.

'The microfilm arrangement will eliminate most of the present delays, since no-one will have to wait while a whole file is found, nor will anyone be held up because someone else has the file he wants. There will be sufficient microfilm copies available to cut out this sort of delay.

Eliminating the present delays

'I recognise, of course, that there are problems for others. The browser will have to go to Cardiff or brief someone there to browse for him. We are therefore continuing and widening our consultations, to see how far our plans for dispersal can accommodate particular needs of this kind. Within the limits of the main plan, and within the physical constraints of the situation, we obviously ought to do all we can to adapt the system to the needs of the users.

'In an ideal world, no doubt, the CRO could occupy acres of storage space in central London, and recruit thousands of people to run the operation while Cardiff's needs would be met in other ways. We do not live in an ideal world nor do we dispense ideal resources. We have therefore made a strategic plan to resolve the major difficulties.

'Some will find the outcome a significant improvement; some will readily adapt themselves to meet it—for instance, several leading company agents have already said that they will move to Cardiff—others will have suggestions to make for ways in which the broad plan might be adapted to their particular needs. Everybody ought to be thankful that we are seeking to avert a slow and inexorable deterioration at the CRO.'

Catalogues of Government Publications

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Stage 3 of the Counter-Inflation policy

On October 30 the Government laid before Parliament and published a new Price and Pay Code Order. Other orders under the Counter-Inflation Act 1973 were published during the same week. These orders follow upon the wide consultations which the Government have conducted since the Prime Minister's statement at Lancaster House on October 8. Taken together, they brought Stage 3 into effect for prices and dividends on November 1 and for pay on November 7.

Notes on Orders laid or to be laid under the Counter-Inflation Act 1973 are given below. Notes on price and pay aspects of the new Code are given respectively at Annexes A and B.

Revised Price and Pay Code

The Counter-Inflation (Price and Pay Code) (No. 2) Order 1973, made by the Treasury, contains the revised Price and Pay Code for Stage 3. The Government's proposals for this purpose were contained in the Consultative Document on the Price and Pay Code for Stage 3 (Cmnd 5444), published on October 8. The Government have now completed a wide range of consultations as required by the Counter-Inflation Act 1973. A number of changes have been made in the Order, as compared with the draft Order contained in the Consultative Document, and the more important of these changes are described in the annex to this notice. The new order revokes the Counter-Inflation (Price and Pay Code) Order 1973, made on April 1, which contained the Price and Pay Code for Stage 2.

Notification of pay increases

In general, the arrangements for the notification of pay increases continue as in Stage 2. But certain amendments are made by two orders: the Counter-Inflation (Notification of Increases in Remuneration) (Amendment) Order 1973 and the Counter-Inflation (Returns and Records of Remuneration) (Amendment) Order 1973 In Stage 3 the Pay Board must be notified in advance of any increases under the new provisions concerning standstill anomalies or new efficiency payments schemes, irrespective of the numbers of workers involved. They must also be informed of the proposed rates of pay for new work where more than 100 employees will be involved. On the other hand it will not be necessary in Stage 3 to notify improvements in pensions or payments under the new provisions for threshold arrangements.

Special requirements affecting the construction industry will be announced later.

Notification of prices and charges

The Counter-Inflation (Notification of Increases in Prices and Charges) (No. 3) Order 1973 and the Counter-Inflation (Prices and Charges) (Information) (No. 3) Order 1973 replace the corresponding orders for Stage 2. They embody the changes in the notification arrangements for prices and charges which were announced in the Consultative Document and described in detail by the Minister for Trade and Consumer affairs in the House of Commons on October 17.

The first—the 'Notification Order'—requires the largest companies (known as 'Category I') to notify price increases to the Price Commission at least four weeks before they are made, during which time the Commission can restrict or reject the increases if they are not justified by the Code. There is a similar procedure for medium sized companies (Category II) engaged in manufacturing and services except that for them the period is two weeks rather than four.

The second Order—the 'Information Order'—describes the return showing sales, prices, costs and profits which both Category I and Category II companies must send to the Price Commission every three months. Small companies (Category III) do not have to send in returns but they must keep certain records, which are also specified in the Information Order.

Dividend restraint

The policy on dividend restraint under Stage 3 will be that set out in Section III of Part II of the Consultative Document. The Counter-Inflation (Dividends) Order 1973 (SI 659) will remain in force but is amended by the Counter-Inflation (Dividends) (Amendment) Order 1973, which provides that new companies formed as a result of reconstructions and amalgamations will now have the same exemption from dividend restraint in their first two account years as other new companies.

Annex A: Notes on the Code as it affects prices

Several of the changes described below are directed at encouraging investment and promoting efficiency. In addition to these changes there have been a number of detailed and technical amendments mainly concerned with the clarification and correction of the drafting of the Code.

Allowable cost increases: efficiency payments (paragraph 30). The new provision in paragraph 30(iv) reinforces paragraph 171 by preventing increased costs resulting from payments under efficiency or restructuring schemes which are not consistent with paragraph 171 being passed on in prices.

Contracts (paragraphs 51 and 52). Paragraph 51 exempts prime cost contracts from the productivity deduction where the terms of the contract ensure that the client automatically gets the benefit of savings in labour costs. Paragraph 52 applies the safeguard against profit erosion (paragraph 34) to both variable price contracts and prime cost contracts.

Discounts, rebates and sales promotion (paragraphs 53 and 55) Reductions in rebates and discounts are generally regarded as price increases but the change in paragraph 53 ensures that temporary discounts for promotional purposes are not impeded. Paragraph 55 extends to one year the period during which new products may be test-marketed without setting a price to which the Code applies.

Seasonal and other variations in profit margins (paragraphs 59 and 79). These paragraphs have been amended to allow seasonal and other distorting factors to be taken into account when permitted profit margin levels have been exceeded or are likely to be so.

Subdivision of companies for profit margin control (paragraphs 60 and 61). Paragraphs 53 and 54 of the draft Code in Cmnd 5444 restricted subdivision for profit margin control. These more stringent conditions have been retained but the requirement that sub-divisions must report to the main board has been modified. To qualify as a separate unit a sub-division must be immediately below the level of the main board but, in interpreting this, the Price Commission may disregard non-trading companies between the main board and the sub-division. Paragraph 61 groups together for profit margin control all the members of a non-UK group carrying on business in the UK. Given the strict control on sub-division, the provision that years in which enterprises make a loss may be treated as years of no trading has been reinstated (paragraph 65).

Relief for low profits (paragraphs 68 and 69). Paragraph 68 includes a new provision to assist enterprises whose profits have been recovering from a low level, by allowing a figure equivalent to a return on capital of 8 per cent to be used for the net profit margin

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in the earlier of the two best years used in calculating the net profit margin reference level. In paragraph 69 the definition of low profits in relation to turnover has been changed from a 1 per cent to a 1½ per cent margin on turnover. This is in line with the change from a 5 per cent to an 8 per cent return on capital in paragraph 68.

Investment and capital intensive industries (paragraphs 67 and 71). The circumstances in which companies whose business has been restructured or undergone substantial change may seek modification of profit margin reference levels have been clarified in paragraph 67. This paragraph now covers explicitly cases where there has been investment resulting in an enterprise becoming substantially capital intensive (ie through investment in an earlier stage of the productive process or in substituting capital for labour). The criteria on which the Commission will modify profit margin reference levels in such cases have also been clarified. The detailed provisions of paragraph 71 (which is intended to meet the problems of capital intensive enterprises where the degree of capacity utilisation affected unit costs at the base date) have been modified to meet more appropriately the situation in these industries.

Annex B: Notes on the Code as it affects pay

Calculation of the pay limit (paragraph 123). Where the operative date of a group's principal increase was deferred by the standstill, the average pay bill for the group over the previous 12 months may now be calculated as if that increase had been paid from the normal operative date.

Unsocial hours (paragraphs 134-136). A change has been made in the rules for measuring existing premia for 'unsocial' hours. Thus a premium for a 2 p.m.-10 p.m. shift would be divided by eight to arrive at the existing hourly premia for the unsocial hours of 8 p.m.-10 p.m., instead of by two. This may enable some employees to qualify for the permitted 20 per cent premium rate who would not otherwise have done so, or only to a limited extent.

Flexibility margin (paragraphs 139-140). Any changes made under the flexibility margin are not to take a form which, while keeping within the 1 per cent margin in Stage 3, would lead to higher additional costs in succeeding years.

Equal pay (paragraphs 141-143). Two changes have been made: to permit job evaluation systems already in operation for equal pay purposes to qualify, whether or not they meet the specified criteria; and to permit increases outside the pay limit which remove discrimination from collective agreements etc.

Profit related payments (paragraph 159). A limit is placed on profits-linked payments. The Stage 3 Code provides that these should be limited to £350 above the average benefit for the best of two of the past five years. The issue of shares and the granting of share options under pre-standstill schemes will be limited to the level achieved in Stages 1 and 2.

Threshold agreements (paragraph 176). Threshold compensation will now be payable on a pro rata basis to all part-time workers.

The Queen's Speech

THE following are points from the Queen's Speech on the opening of the new session of Parliament on October 30.

'In co-operation with other Member States, My Government will play their full part in the further development of the European Community in accordance with the programme established at the European Summit in October 1972. This programme includes progress towards economic and monetary union; measures for the establishment of a regional development fund; and co-operation in foreign policy between Member States. My Government's objective throughout will be to promote the interests of the individual, whether as citizen or as consumer . . .

'In pursuance of My Government's concern to encourage high standards throughout industry and commerce, major reforms in company law will be laid before you . . .

'A Green Paper will be published containing proposals for promoting a greater degree of employee participation in industry . . .

'Legislation to make better provision for the safety and health of workers and the public will be brought before you . . .

'For the further protection of consumers a Bill will be introduced to reform and extend the law relating to credit . . .

'Measures relating to the extraction of petroleum from the United Kingdom Continental Shelf will be laid before you . . .

'A Bill will be introduced to strengthen the laws against indecent public advertisement and display; and to extend the controls over cinematograph exhibitions.'

Price Commission decisions

THE Price Commission have considered applications for price increases on non-food products from Category I companies. The following applications were withdrawn or lapsed without being approved:

Hawker Siddeley Aviation Ltd. (subsidiary of Hawker Siddeley). An application for an increase of 9.45 per cent on the HS125 series 600B jet executive aircraft.

Glacier Metal Co. Ltd. (subsidiary of Associated Engineering Group). An application for an increase averaging 6 per cent on non-ferrous plain bearings.

Quinton Hazell Holdings Ltd. (subsidiary of the Burmah Oil Co. Ltd.). An application for an increase of 4.9 per cent on vehicle replacement parts.

GEC Machines Ltd. An application for an increase of 13.4 per cent on small industrial motors.

The increases below have been allowed on the grounds of higher allowable costs, mainly of labour and raw materials.

English Sewing Ltd. (a subsidiary of Tootal Ltd.). An average of 6.24 per cent for industrial threads due mainly to the higher costs of labour and yarns.

Brush Electrical Machines Ltd. (a subsidiary of Hawker Siddeley Group Ltd.). 12.5 per cent on small AC generators, based almost entirely on the higher costs of materials (principally copper).

Zenith Carburettor Co. Ltd. An average of 3.57 per cent over the company's range of carburettors and spares. Spare parts will be increased by 10 per cent with a correspondingly smaller increase on carburettors. These are due mainly to the higher costs of materials.

Yorkshire Imperial Plastics Ltd. (ICI Ltd.). An average of 5.5 per cent on plastic tubes and fittings, due to increased costs of raw materials and labour.

Calor-Kosangas Northern Ireland Ltd. An average of 6.13 per cent on calor gas sold in cylinders, due to increased costs of propane, butane and labour.

Public Analysts. Certain increases in the charges made by Public Analysts have been allowed under Paras 34-36 of the Price Code. relating to small businesses. These reflect allowable cost increases averaging 7.8 per cent. The new charges are as follows:

Milk samples excluding preliminary testing:	£3.18
Milk samples including preliminary testing, and samples other than milk:	£7.06
Samples under the Fertilisers and Feeding Stuffs Act, 1926:	£10.56
Testing for pesticide residues in foodstuffs:	£12.56

Applications from the following companies have been considered by the Price Commission with the results shown below. The increases take effect at once or within the next few days, except where otherwise stated.

Bass Charrington Ltd.: increases averaging 0.9 per cent overall in the company's managed houses, to be applied to the prices of some wines, spirits and cider not of the company's manufacture and to the company's own soft drinks. Beer prices are not affected. The increases are due mainly to increased material costs (particularly imported goods) as well as labour and other operating costs and come into effect progressively over the next two weeks.

(continued on next page)

PRICE COMMISSION DECISIONS
continued

Crest Hotels Ltd. (a subsidiary of Bass Charrington Ltd.): increases averaging 6.7 per cent in Crest Hotels and 4.5 per cent in Esso Motor Hotels in the prices charged for accommodation and catering services. The increases, which are lower than those applied for, are due mainly to increased food, drink, labour and other operating costs.

Canada Dry (UK) Ltd. (a subsidiary of Bass Charrington Ltd.): increases, to be applied selectively, averaging 4.4 per cent over the full range of soft drinks produced for both the retail and catering trades. The increases are due mainly to higher raw material and labour costs.

Butlins Ltd.: increases averaging 3.0 per cent overall in the tariffs for their eight principal holiday camps. The increases, which are lower than those applied for, are due to increased costs of food and drink, labour and other operating costs. They will be included in the company's tariffs for advance bookings but the new charges will not be operative until the 1974 holiday camp season.

Findus Ltd.: increases averaging 8.9 per cent over the whole range of quick frozen foods manufactured for the catering trade. These increases, which are lower than those applied for, have been accepted as satisfying the provisions of the Price Code relating to loss-making activities. They are due to higher costs of raw materials, particularly fish, and will be applied progressively during November.

Beecham Foods: increases averaging 10.1 per cent on 'Morton' brand canned vegetables (other than garden peas) and fruit fillings. These are due mainly to higher costs of raw materials, and especially of imported fruit.

RHM Bakeries Ltd.: increases averaging 6.5 per cent over a range of long life cakes. They are due to increased costs of materials, mainly flour, fats and fruit, and of labour.

Notes

The manufacturers' increases shown are increases in the average net prices to trade customers such as wholesalers and retailers.

As the Price Code does not directly control the retail prices of individual products, prices in the shops will vary depending upon the type of shop, discounts, pricing policies, etc. Under the Code, however, every distributor is subject to the strict limits on the gross percentage and net profit margins on his sales as a whole.

Prevention of Fraud (Investments) Act 1958

DEALERS IN SECURITIES

THE following changes have taken place in the lists of dealers in securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act 1958.

Licensed dealers

Additions:

Automated Real-Time Investments Exchange Ltd., Roman Wall House, 1-2 Crutched Friars, London EC3N 2NJ.

Jackson Graham Moore & Partners: Bruce Theodore Davies, 130 Fenchurch Street, London EC3.

Probity Commercial Ltd., White Horse Buildings, White Horse Street, Leeds LS1 6EE.

Deletions:

Eastern Produce Securities Ltd., 16 Finsbury Circus, London EC2M 7RE.

The White Ensign Association Ltd., HMS Belfast, Symon's Wharf, Vine Lane, London SE1 2JH.

Change of name:

Overseas Financial Trust (Securities) Ltd., to New City Securities Ltd., 1 Hyde Park Place, Marble Arch, London W1.

Eldridge Stableford Securities Ltd., to ES Finance Ltd., 32 Queen Anne Street, London W1M 9LB.

London and County (A & D) Ltd., to London and County Securities Ltd., 379/381 Euston Road, London NW1 3AU.

Timbleside Trading Co. Ltd., to London and City Trust Ltd., Devonshire House, 1 Devonshire Street, London W1.

Dalton Barton (Scotland) Ltd., to Dalscot Ltd., 147 Buchanan Street, Glasgow G1 2JX.

Change of address:

Standard Guarantee Co. Ltd., 18 Queen Anne's Gate, London SW1.

Anglo-American Investment & Finance Co. Ltd., Barclays Bank Chambers, 403 Holloway Road, London N7 6HL.

Duncan Lawrie Ltd., Dunster House, 17-20 Mark Lane, London EC3R 7BY.

London and County (Foreign) Ltd., 379-381 Euston Road, London NW1 3AU.

Audley Holdings Ltd., 115 Moorgate, London EC2M 6TJ.

Fox-Pitt Kelton Inc., 19-21 Wilson Street, London EC2M 2TA.

Exempted dealers

Additions:

Banco Urquijo Ltd., 8 Laurence Pountney Hill, London EC4R 0BE.

European Banking Co. Ltd., 60 Gracechurch Street, London EC3.

Bank Saderat Iran, Plantation House, Fenchurch Street, London EC3M 3DX.

Deletions:

The First Boston Corporation, Winchester House, 77 London Wall, London EC2.

Change of address:

Bentworth (New Street) Ltd., 41 Moorgate, London EC2P 2AA.

AUTHORISED UNIT TRUST SCHEMES

THE following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1973 Particulars of Dealers in Securities and of Unit Trusts.

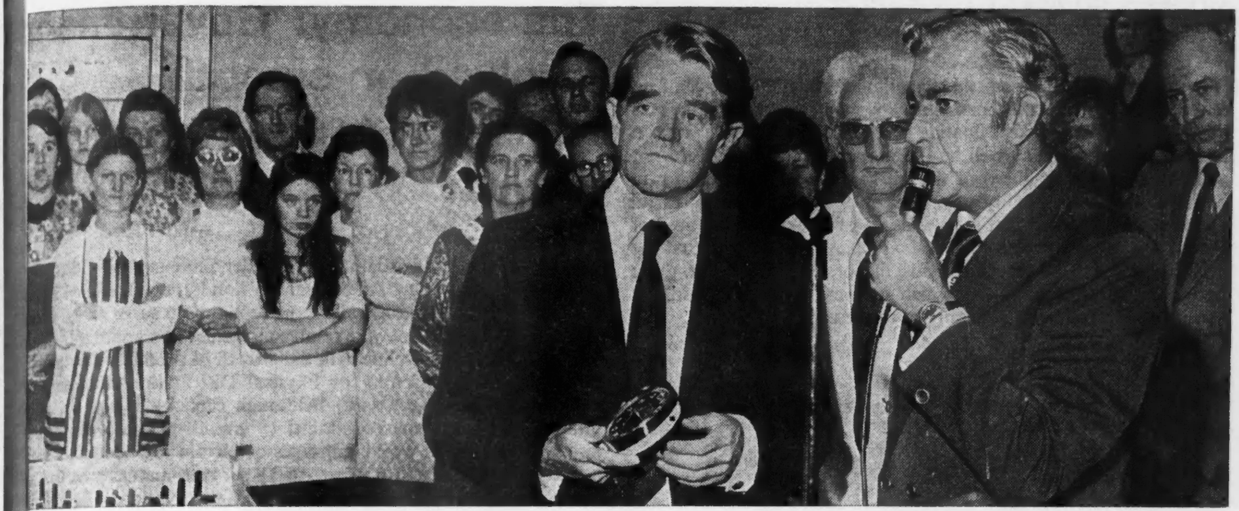
Group and/or name and address of management company	Name of Scheme	Name and address of trustee
Cedar Fund Managers Ltd., 60 Pall Mall, London SW1	Cedar British Trust	Midland Bank Trust Co. Ltd., 27-32 Poultry, London EC2
Cedar Fund Managers Ltd., 60 Pall Mall, London SW1	Cedar European Trust	Midland Bank Trust Co. Ltd., 27-32 Poultry, London EC2
Cedar Fund Managers Ltd., 60 Pall Mall, London SW1	Cedar Overseas Trust	Midland Bank Trust Co. Ltd., 27-32 Poultry, London EC2
M & G Securities Ltd., Three Quays, Tower Hill, London EC3R 6BQ	The M & G Extra Yield Fund	Barclays Bank Trust Co. Ltd., 54 Lombard Street, London EC3P 3AH
New Court Fund Managers Ltd., PO Box No. 185, New Court, St. Swithin's Lane, London EC4P 4DU	New Court Smaller Companies Fund	National Westminster Bank Ltd., 41 Lothbury, London EC2

DELETE
Abacus Unit Trust Management
Co. Ltd.,
26 Pall Mall,
Manchester M2 1JR

AND REPLACE BY
Abacus Arbuthnot Ltd.,
Barnett House,
Fountain Street,
Manchester M2 2AP

AMALGAMATIONS

Vavasseur Chart Fund, Vavasseur Midlander Unit Trust and Vavasseur Capital Expansio Trust amalgamated with Vavasseur Income and Assets Trust with effect from Septem 15, 1973.



In the background are some of the 600 women and 300 men of a Scottish factory where it is a virtue to keep an eye on the clock. Or rather the clocks, for Mr. Christopher Chataway, Minister for Industrial Development, is seen with the 50-millionth to come off the assembly line at General Time, Dumbarton. It was also the 25th anniversary of the company's move to the Vale of Leven industrial estate. Mr. Chataway toured the factory and saw the process of clock-making from raw materials to finished product. The picture shows the Minister listening to a speech by Mr. J. Santos, group vice-president, General Time (International Operations) Ltd.—and holding the celebrated 50-millionth time-piece.

'Modern company's operation must be socially acceptable'

—Sir Geoffrey Howe

SIR Geoffrey Howe, Minister for Trade and Consumer Affairs, said on October 30 that company law was seen by the Government as a framework which enabled and required a company to discharge its responsibilities in exchange for the privileges accorded by incorporation.

Speaking at a conference on company law in London, Sir Geoffrey said: 'Inevitably this framework must reflect the more rigorous and wide-ranging standards that society today expects of industry and commerce. It does not, in my judgment, mean that the company should be deflected from its basic purpose of providing some profitable use of the nation's resources.

'It does, however, mean that the modern company has to operate in ways that are socially acceptable. The modern company must always have in mind the values that society expects of it and the responsibilities for which it calls. The demands made on a company inevitably vary from time to time and tend to increase; what they can never do is to achieve some kind of static finality or perfection.

'Some commentators have recently been arguing for a far more extensive and vigorous initiating role for the Department of Trade and Industry than has ever been contemplated in this country—a role that would, incidentally, demand a very large supervisory staff in the Department.

'We are sometimes expected to exercise a degree of inquisitorial surveillance over the activities of all companies, to protect each individual shareholder from every imprudent judgment or piece of bad luck. This does not seem to me to be either reasonable or practical. I should indeed be surprised to learn that even the most rigorous of enforcement machinery had ever entirely prevented crime—however large its claim on the use of national resources.

'What instead we aim to do, where necessary and appropriate, is to strengthen a company's legal obligations, to introduce the sanction of the criminal law, to increase penalties, to provide a civil relief (normally through access to the courts) for those who suffer loss and to make it easier for the Department to investigate and to pursue its investigations where the public interest requires it.

'It is particularly important that action by Government should not come to be regarded as the first recourse whenever anything looks as though it might be going wrong. If there are indications of deliberate wrong-doing, that is one thing; but if shareholders, or others concerned, assume that any set-back requires immediate investigation and redress by Government they are abandoning their own proper responsibilities—and, as a corollary, casting considerable doubt on the value of their own rights.

'The subject which has probably caused more comment than any other is that of insider dealing. It is necessary to define who is an insider. We originally thought that the definition ought to include major shareholders. There are, however, two difficulties. First, there is no reason to suppose that a major shareholder (unless he is an effective controller of the company) has access to more confidential information than any other shareholder. Indeed, it is in principle desirable that he should not. Second, to the extent that the institutional shareholders take a closer interest in the management and success of those companies of which they are substantial shareholders, they may in doing so acquire what would be regarded as "inside information". And provided that they use that information for its intended purpose—that is, to improve the managerial performance—and not to make a windfall profit, it would be contrary to one of the aims of policy to treat them as insiders.

Structure of incorporation

'The main question concerning the structure of incorporation has been about the need for a third tier of incorporation, to suit the very small trader. The arguments we had in mind were really two. First, given the great emphasis which we lay on public disclosure, we are at some risk of putting a very substantial burden on the small trader to no useful effect—the public interest really does not require much detailed knowledge about the affairs of the small trader, however much his creditors may need to know.

'Second, there is the problem of Companies House. A number of plans have been announced for improving and bringing up-to-date that hard pressed office; but equally, a number of the legislative proposals which we have indicated would have the effect of increasing the volume of work there—increased public disclosure means an increased volume of documentation for Companies House to deal with. If there is no great public interest in the detailed documentation of the affairs of the small trader, it is as absurd to require Companies House to extract that documentation from him and to file it as it is to require him to produce it in the first place.

'If two or three people want the benefits of limited liability, then it may well be right that the act of incorporation should carry with it the liability to behave just as any private company has to behave. In short, it may be doubted whether there is a cut-off point at which it is unreasonable for Government to require whatever standards of disclosure are thought appropriate for private companies generally. Or if there is such a cut-off point it may best be defined simply by reference to size, and need not be linked to any question of corporate status.

(*continued on next page*)

MODERN COMPANY OPERATION
continued

'There is always the device of the limited partnership; and if it is true, as is sometimes argued, that limited liability is itself of no real account for the small man, since his major source of finance is likely in any case to take a floating charge on all his assets, then an unlimited company may well be the proper organisation. I do not at all dismiss the problems of the really small firm starting up in business, with a possibility of growth into a large and successful concern; but provided that the standards of disclosures required of the private company are set at reasonable levels, it may be that the private limited liability company is the proper vehicle for those firms, and that the third tier which we were tentatively thinking about in the summer is probably not necessary.'

Industry Act loans and Interest Relief Grants

In the light of rises in commercial interest rates, the maximum rate of Interest Relief Grant and the interest rates for loans under Section 7 of the Industry Act 1972 are increased with effect from November 1.

The rate of Interest Relief Grant available in those cases where it would be appropriate to allow an interest free period is being increased from 10 per cent to 11½ per cent. Firms may now qualify for an Interest Relief Grant of up to 11½ per cent for up to two years and then at the rate of 3 per cent for up to a further four years making the new maximum grant 35 per cent of the loan which would otherwise have been made available from public funds.

The concessionary interest rate on loans under Section 7 of the Industry Act 1972 is increased from 8 per cent to 9½ per cent. The 'broadly commercial' rate of interest on loans for modernisation projects not providing additional employment is being increased by an equivalent amount.

The guidelines for the normal use of the Section 7 powers were originally announced on October 2, 1972. Projects qualifying for Regional Selective Assistance under Section 7 of the Industry Act fall into two broad categories:

A. New projects and expansions which create additional employment in the Assisted Areas.
B. Projects for modernisation and rationalisation which will not provide extra jobs but will maintain or safeguard existing employment.

Interest Relief Grants are an alternative to loans in Category A at preferential rates for projects creating net additional employment, and are calculated on the loan from public funds which would otherwise have been made. The rate of grant has relation to commercial interest rates and the maximum rate, available in those cases where the accord of an interest free period on a concessionary loan would be appropriate, is increased from November 1 from 10 per cent to 11½ per cent. Loans for projects in Category A are at rates which vary from time to time and have relation to commercial interest rates but are normally somewhat lower. The rate was 8 per cent before the change. In the light of the movement of other relevant rates the concessionary rate is being increased from November 1 to 9½ per cent. Category B projects are assisted only where finance cannot reasonably be obtained from commercial sources: the assistance is in the form of loans at broadly commercial interest rates. These are being increased by a comparable amount.

The economy: Government resolved on smooth transition to long-term growth

—Mr. Peter Emery

Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs, said in London on October 30 that the Government would not allow the economy to surge ahead to an overheated situation but were resolved to achieve a smooth transition to long-term growth in line with the growth of productive potential.

Speaking at the Centre for Physical Distribution Management conference, Mr. Emery said: 'Although capacity is not yet fully utilised there are some constraints to growth at the present time largely arising from world shortages of certain raw materials such as steel. Nevertheless a prospect of 3½ per cent annual growth was accepted by both sides of industry in the National Economic Development Council recently and it should be emphasised that this is better than any sustained rate of growth previously achieved by the UK economy. This is still not satisfactory in relation to the performance of our European partners.

'As we set out to correct our underlying growth rate there is one thing that stands out a mile and that is that faster growth is vitally dependent on better trading performance.

'The fact is that our standard of living is dependent upon our success or failure in overseas markets. And there is now an unprecedented opportunity to increase our overseas earnings on account of the unique juxtaposition of two factors. On the one hand the world economy and world trade are going ahead strongly whilst, on the other, our export prices are more competitive than for many years past.

'As a result of Community membership and expanding world economic co-operation and trade, the markets that British business needs to be successful in are geographically bigger, and the customers that Britain has to export to are more varied and exacting. The inevitable result is that the problems of transport, inventory control and delivery, all the ingredients of total distribution, become more difficult.

'At the same time this situation presents itself to our foreign competitors and the British economy, as it becomes part of their geographically bigger markets, will become more open to foreign competition. Thus we are reaching a position in which physical distribution in all its aspects is becoming an increasingly important cost element in trading activity and in which the importance of high quality management in the field will become increasingly evident. Increasingly vital indeed to the economic well-being of the nation—as a result of the greater openness of the economic system in which we operate.

'It is these developments which are the reality behind the assertion that physical distribution is now the new dimension of industrial and commercial management which must be understood at board level as are production, purchasing and marketing.

'It is held by many that the reason for the UK's failure to grow at rates in line with those of our partners in Europe is that the return we get on our investment is low and that we accordingly fail to invest enough.

'There is certainly nothing to be complacent about in that direction—we do on the whole invest rather less of our gross national product than do say France, Germany and Italy.

'What is striking is the difference in growth rates achieved by

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those three countries compared with ourselves. They all achieved rates of 5 per cent or over whilst we were well under 3 per cent. What this certainly means is that we are getting a very poor return for our investment.

'The simple fact is that the investment 'cake' is not big enough in relation to the need of the nation. But after making full allowance for the many factors involved in expansion there seems to be a residual of growth which comes to an economy as a result of the more or less effective deployment of resources and the better use of labour, raw materials and plant, whether it be new capacity or existing capacity. This is basically a matter for management.

'Clearly difficult labour relations situations do not help but these in themselves are the product of management and of management's history. I do, of course, accept that this is not simply a matter for managers in industry.

'The Government's part in ensuring that appropriate institutional relationships exist within which industrial management can play its role is vital. But, if we are to achieve the 3½ per cent target to which I have referred, this will rest on the multitude of decisions which come before you, and others like you throughout industry, being handled progressively in a more sophisticated and professional way.'

Proposed merger between Davy International and British Rollmakers Corporation

THE board of directors of Davy International Ltd. has informed the DTI that it is its intention to pursue a course leading to a complete merger of Davy International Ltd. and the British Rollmakers Corporation Ltd. In the light of this development, Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, has decided to refer the proposed merger to the Monopolies Commission for investigation and report under the provisions of the Monopolies and Mergers Act 1965. The Commission are being required to make their report within four months.

The decision to make a reference to the Commission does not in any way prejudge the question of whether or not the merger would be contrary to the public interest. It is for the Commission to report on this after investigation.

The proposed acquisition by Davy International Ltd. of the British Rollmakers Corporation Ltd., is being referred under both the size-of-assets and monopoly criteria of the Monopolies and Mergers Act 1965.

DTI Energy Group strengthened

MR. Peter Walker, Secretary of State for Trade and Industry, with the agreement of the Prime Minister, has appointed Mr. Leonard Williams to be a Deputy Secretary in the Department of Trade and Industry. Mr. Williams took up his new appointment on October 29. He will have general responsibility for energy policy and technology and the Under-Secretary in charge of Electricity Division will also report to him.

Mr. Williams' appointment is part of a reorganisation and strengthening of the Energy Group in the Department of Trade and Industry. The other two Deputy Secretaries in the Group are Mr. Vinter and Mr. Liverman. The former will be responsible for nuclear energy, coal, steel, relations with nationalised industries and civil emergencies. The latter will concentrate on oil and gas.

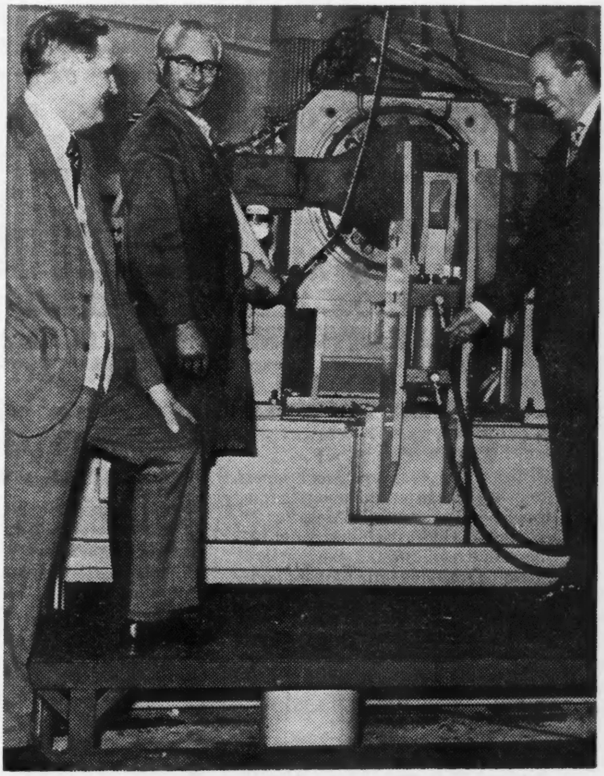
Mr. Williams (who is 54), joined the Civil Service in 1938 and has served in the Inland Revenue, the Ministry of Defence, the Ministry of Supply, the Ministry of Aviation, the Ministry of Technology and the Department of Trade and Industry (where he has been Under-Secretary in charge of the Air Division and, until his present promotion, the Under-Secretary in charge of the Petroleum Production Division). His salary as a Deputy Secretary will be £10,750.

Shop floor automation conference

PROFESSOR D. Michie, of the Department of Machine Intelligence at Edinburgh University, will open a three-day conference on shop floor automation at the Birniehill Institute of the Department of Trade and Industry's National Engineering Laboratory, East Kilbride, Glasgow on December 11.

(*continued on page 313*)

Increasing technological co-operation, between Canada and the UK, particularly during the past two or three years is illustrated in this picture taken at DTI headquarters last week. It shows Madame Jeanne Sauvé, Canadian Minister of Science and Technology, with Mr. Michael Heseltine, Minister for Aerospace and Shipping, who is responsible for research. Madame Sauvé was in Britain at the invitation of Mrs. Margaret Thatcher, Secretary of State for Education and Science.



A company which has been expanding by geometric progression since it occupied a DTI advance factory just over a year ago was visited recently by Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development (right). Vermillion Engineers Ltd. occupied a 10,000 sq. ft. advance factory on the Poole Industrial Estate, Camborne, Cornwall, in August 1972 and immediately put in hand an 11,000 sq. ft. extension. And now a further 20,000 sq. ft. extension has been announced. The company specialises in the machining of castings and forgings for heavy-duty axles. The picture shows Mr. Grant examining a drilling and tapping machine. On the left are Mr. R. H. H. Barr, managing director, and Mr. R. Evans, a setter.

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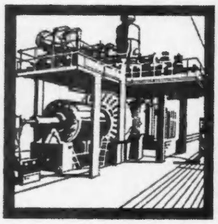

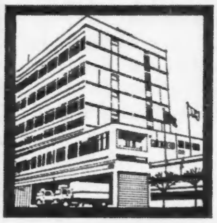

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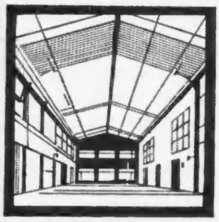

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ISSUED BY THE DEPARTMENT OF TRADE AND INDUSTRY

SHOP FLOOR AUTOMATION
continued

He will deliver the opening address of the conference. Professor Michie recently took a prominent part in the televised debate, on BBC 2, in the Controversy series about general-purpose robots. The application of robots to workpiece transfer handling will be a conference topic.

The object of the conference is to provide a forum to discuss ways in which automation is being evolved in manufacturing industry. Delegates will consider all aspects of shop floor automation. There will be a demonstration of machine tool automation.

Conference will also discuss social consequence of automation. Among subjects which speakers from other universities, industry and NEL will talk about will be design of automated systems, automated measuring and sensing, automated assembly and warehousing. The event is aimed at middle and upper management.

Further information from Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow G75 0QU (tel: East Kilbride 20222, ext. 570).

Typewriters to be made in Northern Ireland

New plans by Olympia International of West Germany for its British subsidiary—Olympia Business Machines Manufacturers (GB) Ltd.—will mean an important development in Northern Ireland's industrial diversification: typewriter manufacture.

Olympia's plans, which follow a reassessment of the Belfast factory's future role, include a complete change of product. Over the next year or so the production of electro-mechanical adding machines is to be phased out and replaced by the manufacture of portable typewriters and, while providing a new future for the factory, the production change will also mean extra employment. It is expected there will be about 70 additional jobs, bringing employment to 420.

Changeover of production will be gradual. Adding machine production will be maintained at current levels until the end of 1974, although by the middle of that year a new production line for typewriter manufacture will have been established. Target date for the completion of the operation is 1975.

New portable computer package—GINO F

The Department of Trade and Industry's Computer Aided Design Centre, pioneers in the application of computers to engineering design, announce a further development of their graphics programs for the visualisation of objects to improve their design potential.

GINO, the Graphical Input and Output package, originally created by Cambridge University Computer Laboratory, has now been translated into the universal computer language ANSI FORTRAN IV. In this new portable form the package, now known as GINO F, can be used on a diverse range of computer equipment and can be integrated with an existing operating system.

This comes after four years of extensive development and improvement on the CAD Centre's computer system.

As the GINO system is essentially a library of sub-routines it is easily used with very little training. It is efficient and therefore cheap in terms of core space, typical application programs needing only 4k of GINO F routines. Hence, to the industrial user it offers cost saving and reduction in lead time.

The system contains a set of sub-routines for producing graphs, drawing two-dimensional pictures, and viewing, defining and manipulating three-dimensional objects. GINO F can be conveniently combined with other application software and for maximum user flexibility has no fixed data structure.

GINO F is aimed at providing computer output for both financial and technical management whether involved in planning, design or manufacture. It can be used with plotters or visual display units and is deliberately designed to be independent of the peripheral device employed.

GINO has been proven across a broad range of industry, and has included mapping, town planning, architectural layout, three-dimensional design, numerical control programming, and engineering drawing. This new package substantially enhances the design facilities offered to industry by the CAD Centre.

For further information please contact the Chief Consultant of the CAD Centre, Madingley Road, Cambridge CB3 0HB (tel: 0223-63125 Telex 81420).

VAT: partial exemption and self-supply of stationery

A REVISED Notice No. 706 (VAT: Partial exemption and self-supply of stationery) has been issued by Customs and Excise.

The notice describes how VAT affects businesses supplying goods and services, some of which are taxable and some exempt.

The new edition incorporates amendments contained in VAT Notices: Amendment Leaflet No. 1, issued in March 1973. It also gives more detailed guidance on the rules by which partly exempt businesses should calculate their deductible input tax.

Copies of the new edition may be obtained from local VAT offices.

Department of Employment publishes first annual report on research

THE Department of Employment has published its first annual report (HMSO, price 36½p) on research activities during the period April 1, 1972 to March 31, 1973.

The report illustrates the wide range of research work in the socio-economic field, safety and occupational health and training, carried out by the Department's own professional staff and commissioned from academic institutions and consultants. The amount spent on external research last year was £173,000.

Looking to the future, the report mentions three fields in which marked developments are likely over the next year or two: manpower studies, incomes and industrial relations, and occupational medicine. This is underlined by the increase in the budget for external research, which is expected to be over £250,000 in the current year.

In addition, the Department also has £341,000 this year to commission research from the Medical Research Council. The report says that this new customer relationship with the MRC results from Government acceptance of a recommendation in the Rothschild Report on the Organisation and Management of Government Research and Development in 1971.

New Chief Inspector for Air Accidents

MR. Peter Walker, Secretary of State for Trade and Industry, has appointed Mr. William Tench to succeed Captain Vernon Hunt as Chief Inspector of Accidents from January 1, 1974. Captain Hunt retires at the end of this year.

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Delegation of marine survey functions to Lloyd's Register of Shipping

MR. Michael Heseltine, Minister for Aerospace and Shipping' announced in the House of Commons on November 2 that, subject to the necessary legislation, he had decided to delegate to Lloyd's Register of Shipping certain statutory survey and certification functions related to merchant ships. These include tonnage measurement, alternate renewal surveys of cargo ship safety equipment (but not the initial survey), examination and survey of hull structures of passenger ships and the survey of certain items of their machinery and equipment not vital to the safety of the ship, and approval of stability information.

Answering a question on what consideration had been given to the delegation of marine survey functions to classification societies, Mr. Heseltine said: 'After careful consideration, I have decided, subject to the necessary legislation, to delegate to Lloyd's Register of Shipping certain statutory survey functions under the Merchant Shipping Acts, of which the major items are:

(a) The tonnage measurement of ships.
(b) The survey of safety equipment of cargo ships on a rotating basis with my Department, other than the initial survey which will continue to be undertaken by my Department.
(c) The examination of plans of the hull structures of passenger ships including survey during construction.
(d) The survey of certain items of machinery in passenger ships which are not vital to safety and in practice have been found relatively trouble free.
(e) The approval of stability information, including approval of grain stowage arrangements where appropriate, for those types of cargo ship which, in practice, do not produce major problems.

'The delegation of certain of these items require amendments to the Merchant Shipping Acts, while others require amendments of Rules made under those Acts. In addition it is proposed to authorise the Royal Yachting Association and the Yacht Brokers, Designers and Surveyors Association to undertake the tonnage measurement of yachts under 45 ft. in length.

'The Department will continue to be responsible for establishing safety requirements for shipping in the light of the relevant international conventions and for undertaking much of the related statutory survey work. The new moves will help to avoid duplication, will ease the pressure on the Department's Surveyors and permit them to devote more time to work connected with the regulation of new types of vessel and equipment as well as fishing vessels.

'Lloyd's Register will be authorised to act only in relation to ships classed with that Society. The Society has a very high reputation and I am convinced that these new delegations will in no way affect the high safety standards of United Kingdom merchant shipping. These arrangements will take some time to bring into effect and will be kept under careful review.

'These proposals were notified to the Seafarers Unions on June 28, 1973. They are to be made public today.'

Notes

The new arrangements fulfil an earlier Ministerial decision to consider the possibility of a further measure of delegation of survey work in preference to the recommendation by the Rochdale Committee of Inquiry into Shipping that a statutory Marine Authority should be established. They follow lengthy and detailed discussions between the Department and Lloyd's Register of Shipping to whom the delegation of the additional functions will be confined, at least for the time being.

The delegations to Lloyd's Register will apply only to ships classed or to be classed with that Society. They will be subject to safeguards designed to ensure that the present high safety standards of the United Kingdom merchant fleet are maintained. It is intended to second several of the Department's surveyors to Lloyd's Register for a period to help ensure consistency of approach as between the Society and the Department.

Statutory surveys for Loadline and Cargo Ship Safety Construction Certificates have for many years been delegated to five Classification Societies, one of which is Lloyd's Register. On the present occasion, it was decided, mainly owing to the need to conduct a detailed technical review of the problem and to ensure consistency of approach, to consider initially delegation to Lloyd's Register alone. The working of the new arrangements, which will take some time to bring fully into effect, will be kept under careful review and the question of expanding delegations to other Classification Societies will be considered in due course.

The Merchant Shipping Bill

THE Merchant Shipping (Miscellaneous Provisions) Bill, was published on November 2. It is in four parts.

International Compensation Fund (Clauses 1-9)

Part I enables the United Kingdom to become a party to the International Conventions on Civil Liability for Oil Pollution Damage, 1969 and on the Establishment of an International Fund for Compensation for Oil Pollution Damage, 1971. These two Conventions together will provide an interlocking system, in which liability for oil pollution damage caused by an identifiable ship or ships will be shared between shipowners and oil companies. Liability will rest primarily on the shipowner, but in three types of cases the International Fund will operate.

The three types of cases in which the fund will compensate claimants are:

(a) where there is no liability upon the shipowner under the Civil Liability Convention (such cases will be few)
(b) where shipowner and his guarantor fail to meet their liability (as the Civil Liability Convention brings in compulsory insurance this case should seldom arise)
(c) where the cost of damage exceeds the shipowner's liability under the Civil Liability Convention, where that applies, or under the Convention on the Limitation of Liability of Owners of Seagoing Ships if the flag State is a party to that Convention but not to the Civil Liability Convention (the incidence of such cases should diminish as States adhere to the latter Convention).

Claims up to £14 million can be met. Contributions to the Fund will be made by those in contracting countries who receive crude oil and heavy fuel oil by sea. The provisions of the Fund Convention as to coming into force ensure that there shall be not less than 750 million tons of contributing oil.

Regulation of Tank Size in Oil Tankers (Clauses 10-13)

Part II of the Bill gives effect to Amendments to the International Convention for the Prevention of Pollution of the Sea by Oil 1954 which were adopted by the 7th Assembly of the Inter-Governmental Maritime Consultative Organisation (IMCO) in October 1971. The Amendments, which consist of a new Article VI bis and a new Annex C, regulate the arrangement and maximum size of cargo tanks in oil tankers so as to control the potential amount of spillage of oil in the event of a casualty. Certain maximum dimensions are prescribed for individual centre and wing tanks according to the size of the ship, but designers are otherwise given a free hand as to the number and siting of tanks, providing these will not result in the permitted 'hypothetical oil outflow' being exceeded in the event of a given assumed extent of damage.

The Amendments are aimed primarily at reducing the risk of pollution from the larger range of crude oil tankers, say upwards of 200,000 tons deadweight. But the Maritime Safety Committee of IMCO was concerned lest there should be a significant increase in the size of tanks in the smaller range of ships out of proportion to the size of the ships. The requirements therefore apply, as appropriate, to oil tankers of whatever size.

The Amendments are regarded as a major step forward in the war against oil pollution of the sea. They are regarded as so important that by Resolution A246(VII) of the 7th Assembly of IMCO it was determined that any Contracting Government to the 1954 Convention which does not accept the Amendments within months of their coming into force, shall cease to be a party to the

Convention. The 7th Assembly passed a further Resolution (A247(VII)) urging Governments to implement the Amendments in relation to tankers registered in their countries without waiting for them to come into force. Article VI bis invites Governments to take steps to deny entry to their ports to any tanker which ought to comply with the new requirements but does not do so.

The requirements are expressed in Article VI bis as applying to all oil tankers for which the building contract is placed on or after the Amendments come into force, and in addition to oil tankers in the following categories:

(a) all oil tankers delivered after January 1, 1977.

(b) all oil tankers delivered before that date provided the building contract is placed after January 1, 1972 or in the absence of such a contract construction is started after June 30, 1972. Tankers in existence at the time the Amendments were adopted are thus exempt from their requirements.

Protection of Trading and Shipping Interests (Clauses 14-15)

Part III of the Bill gives the Secretary of State certain powers to provide some protection to UK shipping interests, and UK trading interests, insofar as they are affected by measures involving shipping, against damaging regulation of shipping by foreign governments designed to promote carriage of cargo in ships of their flag, or to influence freight rates in the interests of their exporters. A number of foreign governments already intervene in this way and the practice seems to be spreading to other parts of the world. Our own policy remains that these are matters best left for the commercial interests concerned but the negotiating position of our shipowners and HM Government, when up against actions of other governments, will be much strengthened by the existence of the powers sought here. It is expected that they will rarely be used, but will provide valuable background support for attempts which we or our shipowners might make to dissuade foreign governments from adhering to objectionable practices.

Delegation of Surveys (Clause 16) and Other Matters

Part IV of the Bill makes various amendments to the Merchant Shipping Acts. Clause 16 enables the Secretary of State to delegate certain of his statutory functions as to the survey of passenger steamers, and as to the survey and certification of the safety equipment of cargo ships. These are two of the areas within which the Secretary of State proposes to make certain authorisations to Lloyd's Register of Shipping to act on his behalf in relation to ships classed or to be classed with that Society.

Clause 17 consolidates the various enabling powers contained in the Merchant Shipping Acts for the charging of fees for marine surveys and associated functions. These functions are listed in Schedule 5, which also makes provision for survey and certification under Part II of the Bill. The former enabling powers for these functions, which are now to be repealed under Clause 23, are listed in Schedule 6, Part I.

Clause 18 amends the constitution of the Northern Lighthouse Board to provide for representation from the Isle of Man and the election by the Commissioners of up to four members with appropriate expertise.

Shipping Minister on success of conference on marine pollution

Mr. Michael Heseltine, Minister for Aerospace and Shipping, has welcomed the successful outcome of the International Marine Pollution Conference, which ended at Church House, Westminster, on November 2.

The Conference, after four weeks' work, adopted a new International Convention for the Prevention of Pollution from Ships. The Convention establishes new construction and discharge standards for oil tankers, including a requirement that new large tankers should be built with segregated ballast, and introduces wholly new controls on the discharge of dangerous liquid substances, on sewage and on other refuse from ships.

'We believe that the Convention, when fully in force, would achieve the aim of the Conference in effectively eliminating intentional pollution of the sea from ships. This would complete the international work begun in 1954 when the United Kingdom convened the first Conference on such marine pollution,' said Mr. Heseltine.

Law of the Sea questions. The Conference decided to avoid prejudicing questions, such as those relating to the jurisdiction of coastal states and the establishment of pollution zones, which will be considered at the Law of the Sea Conference. The Convention is drafted with this aim in mind. Where 'jurisdiction' is mentioned in the Convention this is to be construed in the light of international law in force at the time of application or interpretation of the Convention.

New oil tanker construction standards. Tankers of 70,000 tons deadweight and over ordered after December 31, 1975 must be constructed with segregated ballast tanks, whereby water ballast is carried in tanks separate from cargo tanks, thus obviating oily water mixtures which are an important source of pollution. This will virtually eliminate the need of such tankers to clean cargo tanks at sea and to discharge oily water residues from them and constitutes a great step forward. It is not possible to give any reliable estimate of the cost to the consumer of this measure but it is likely to be a decreasing proportion of final product prices if crude oil prices continue to rise. The Conference decided against restricting segregated ballast design to any particular configuration, such as double bottoms.

Existing oil tanker discharge restrictions. The stringent discharge restrictions contained in the 1969 Amendments to the 1954 International Marine Pollution Conference have been incorporated into the new Convention. These have been tightened for new tankers of less than 70,000 dwt tons by reducing the total of oil which may be discharged by half to 1/30,000 of the cargo concerned.

Types of oil covered. For the first time the oil discharge restrictions cover both persistent and non-persistent oils, such as petrol and paraffin. Tankers carrying these oils will be required to comply with all relevant provisions of the Convention, including the total ban on discharges within 50 miles of land and the segregated ballast requirement.

Shore reception facilities. The Convention imposes on Contracting Governments the obligation to provide at ports and oil loading terminals reception facilities sufficient to cope with the needs of tankers off-loading oily water residues.

Special areas for oil discharges. The Mediterranean, Black and Baltic Seas and the Red Sea and Persian Gulf will be special areas in which all discharges of oil will be prohibited. Contracting States bordering special areas will be required to provide adequate shore reception facilities by January 1, 1977.

New equipment for tankers. Tankers, including existing tankers, will be required to be fitted with discharge monitoring and control systems and other ships of 10,000 tons and over will also be required to be so fitted if they have no oily water separating and filtering systems.

Tank size limitation. The important 1971 Amendments to the 1954 Marine Pollution Convention, limiting the size of cargo oil tanks in tankers (generally to 30,000 in metres and to a maximum of 40,000 in metres) have been incorporated into the Convention.

Chemical discharge control. The Convention categorises noxious liquid substances into four classes according to their danger and imposes restrictions, increasing in severity as the danger increases, on discharges. The Baltic and Black Seas will be special areas and shore reception facilities will be generally required.

Sewage and garbage discharge control. The discharge of sewage, ships' refuse and dry rubbish is prohibited within different specified areas from the coast, ranging from three miles in the case of comminuted food wastes to 25 miles in the case of floating materials. The discharge of plastic materials is prohibited in all sea areas.

'Intervention' Protocol. The Protocol to the 1969 Convention on the Right of Intervention on the High Seas in Cases of Oil Pollution Casualties extends to the provision of that Convention to harmful substances other than oil. The 1969 Convention defined the right of a Coastal State to take measures on the high seas to prevent, mitigate or eliminate grave and imminent danger of widespread pollution of its coasts by oil resulting from a maritime casualty. That Convention was drafted to cover incidents like that of the *Torrey Canyon*. The Protocol would cover incidents of that kind but involving pollution by other harmful substances.

Official appointments

Mr. Peter Walker, Secretary of State for Trade and Industry, has authorised the following appointments:

Mr. Robert Scholey, at present managing director of the Strip Mills Division, to be a full time member of the British Steel Corporation for a period of five years from November 1, 1973. The Corporation has appointed Mr. Scholey to be chief executive from the same date.

Councillor L. Clayton, of Tarleton, Preston, and Alderman Mrs. C. M. Pickard, of Lancaster, to be members of the North Western Electricity Consultative Council.

Mr. Roy Watts to be a member of the British Airways Board with effect from January 1, 1974. On that date Mr. Watts will succeed Mr. Philip Lawton as chairman of BEA.

Capital duty—letters of allotment

It has long been a recognised practice where, in the case of a rights issue, provisional letters of allotment are issued or where, in other cases, consideration shares are issued in the form of renounceable letters of allotment, that delivery of the return of allotments to the Registrar of Companies under Section 52(1), Companies Act 1948 may be deferred until a reasonable time after the last day for renouncing the shares.

The Board of Inland Revenue point out, that under the provisions of Part V, Finance Act 1973, capital duty is payable on a return of allotments in the case of the rights issue within one month of receipt of acceptances and in the other cases within one month of the allotment of the shares. In default a fine is payable.

The following procedure has therefore been agreed by the Board with the Registrar of Companies: in order to avoid incurring a fine under Section 47(7), Finance Act 1973, companies may deliver to the Registrar of Companies within one month of the relevant date a return of allotments on form PUC 2 (or PUC 3, if appropriate) accompanied by the remittance in respect of capital duty, the reverse of such form being noted to the effect that details of the allotments will be delivered after expiry of the renunciation period: such later notification should be made as soon as possible on a continuation form PUC 2 (or PUC 3) cross referenced with the original return.

Mr. B. G. Tucker, Under-Secretary in charge of DTI's Iron and Steel Division (centre), pictured at the plate mill where much of the steel is rolled for the North Sea offshore supplies industry—British Steel Corporation's Dalzell Works at Motherwell. On his left is Mr. Andrew Young, director, Scottish, Shelton and East Moors Group and BSC Scottish Co-ordinator, and on his right Mr. James Scott, plate mill manager. Mr. Tucker and other senior officers from DTI headquarters, spent three days in Scotland.

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
September 28, 1973		
1,036,830	Leland Francis Blatt	Fluid actuated worth clamps
1,080,424	Leland Francis Blatt	Work securing clamp
1,093,716	Leland Francis Blatt	Toggle clamp
1,109,460	Leland Francis Blatt	Cam wedge power clamp
1,109,717	Leland Francis Blatt	Material handling device using suction cups
1,117,049	Leland Francis Blatt	Actuator for a material handling device
1,236,005	Leland Francis Blatt	Toggle action jaw type gripper
1,280,435	Leland Francis Blatt	Clamp
October 2, 1973		
1,254,929	Standard Telephones and Cables Limited	Digital computers
October 16, 1973		
986,419	Howson-Algraphy Ltd. (formerly Herbert Middlemiss, trading as Nottingham Photo Litho Co., and W. H. Howson Ltd.)	Photographic half-tone contact screens.
1,007,528	Elmar Messerschmitt	Printing screen frame
1,041,123	Etablissements Davey Bickford Smith & Cie Societe Anonyme Francais	Method of manufacturing electric igniters for detonators
1,176,013	Wean Damiron SA	Systems of stacking materials
1,186,077	Fighet-Bauche Etablissements Bauche (formerly [Coffresforts Bauche et Nicolle et Cie])	Method for making annular parts of U-section
1,284,410	Kali Charan Bansal	Anti air pollution device
1,316,037	Leland Francis Blatt and Frank Hendry Wiesenhofer	Gas flow silencer
1,317,230	Leland Francis Blatt and Frank Hendry Wiesenhofer	Gas flow silencer
October 23, 1973		
1,200,585	Enterprise de Recherches et d'Activites Petrolieres (ERAP)	The production of alpha-olefines
1,269,474	Solvay and Cie	A process for the recovery of olefi (co) polymers
1,279,599	Cables De Lyon Alsacienne	A flexible metal tube
1,308,493	Cables De Lyon Alsacienne	Method of reconstituting an electr cable sheathing employing a heat shrinkable thermal screen
October 25, 1973		
1,139,982	Gevaert-Agfa N.V.	Method and material for thermo recordings
1,177,481	Gevaert-Agfa N.V.	Heat-sensitive recording material
1,209,813	Aga-Gevaert (formerly known as Gevaert-Agfa)	Photographic silver halide material
1,276,244	Veb Wissenschaftlich-Technisches Zentrum Getriebe und Kupplungen	A control system for an electro chemical maching unit
1,286,740	Veb Wissenschaftlich-Technisches Zentrum Getriebe und Kupplungen	Electro-chemical machining appara tus
October 29, 1973		
1,167,479	Societa Italiana Resine SpA	Hydrodealkylation of hydrocarbons
1,167,480	Societa Italiana Resine SpA	Preparation of benzene from toluene
1,181,772	Societa Italiana Resine SpA	Stabilization of polyoxymethylenes
1,181,773	Societa Italiana Resine SpA	Process for stabilizing polyox methylenes
1,185,410	Societa Italiana Resine SpA	Process for hardening compositions unsaturated polyester resins styrene
1,186,298	Societa Italiana Resine SpA	Apparatus and method for prepar unsaturated aliphatic nitriles
1,215,422	Nagynyomasu Kiserleti Intezet	Process for pre-treating used lub cating oils
1,254,384	Standard Telephones and Cables Limited	Printed circuit boards
1,261,107	Regie Nationale des Usines Renault and Automobiles Peugeot	Syncromesh rings of transmiss mechanisms
1,266,326	Devendra Nath Sharm	Cigarette or cigar lighter detacha mounted on a stand

Any person who claims that the patentee at the time of endors ment of any of the above Patents was precluded by a contract which claimant is interested from granting Licences under th patents may apply for cancellation of the endorsement on Paten Form No. 45 within two months after the date of endorsement.

E. Armita
Comptro

Supplementary questions and answers on the points in these pages are published in *Hansard*

THURSDAY, NOVEMBER 1

Supply of plasterboard

Sir Geoffrey Howe was asked if he had received the report of the Monopolies Commission on the supply in the UK of plasterboard. 'Yes,' he replied. 'The report will be laid before Parliament and published as soon as possible. In reaching my decision on the recommendations I shall take account of any advice which I receive from the Director General of Fair Trading.'

Steel prices

In answer to a question on representative steel prices in the UK compared with those prevailing in the Common Market; and what percentage on average would be required to align UK steel prices with those in the Community, Mr. Emery gave the following table, provided by the British Steel Corporation, comparing home trade prices in the countries of the European Communities with British Steel Corporation prices on October 1, 1973. It does not cover prices charged by United Kingdom private sector steel producers.

Ministers at the Department of Trade and Industry

Secretary of State for Trade and Industry: Mr. Peter Walker

Minister for Trade and Consumer Affairs: Sir Geoffrey Howe
Parliamentary Under-Secretary of State for Trade: Lord Limerick

Minister for Industrial Development: Mr. Christopher Chataway
Parliamentary Under-Secretary of State for Industrial Development: Mr. Anthony Grant

Minister for Aerospace and Shipping: Mr. Michael Heseltine
Parliamentary Under-Secretary of State for Aerospace and Shipping: Mr. Cranley Onslow

Minister for Industry: Mr. Tom Boardman
Parliamentary Under-Secretary of State for Industry and Consumer Affairs: Mr. Peter Emery

Minister without Portfolio: Lord Drumalbyn

BSC prices = 100

Product	BSC	West Germany	France	Italy	Belgium	Netherlands	Denmark	Luxembourg
Billets	100	159	136	125	130	—	—	—
Medium Plates	100	159	148	140	148	137	140	179
Boiler Plates	100	177	165	144	166	159	153	—
Beams Structural	100	152	137	152	151	—	—	161
Steel for Reinforcement	100	146	134	159	160	164	150	160
Hot Rolled Strip	100	143	124	135	135	140	—	150
Hot Rolled Coil	100	142	120	137	140	138	—	—

'Steel prices in the Community vary by product and from country to country,' said Mr. Emery. 'There is no obligation to align them at a uniform level.'

Privacy of personal information

A Member asked if the Secretary of State would consider legislation to safeguard personal information about individuals stored by commercial enterprises on their computers. Mr. Grant answered: 'The Consumer Credit Bill which is being introduced today will impose licensing requirements on Credit Reference Agencies and will give individuals right of access to information held about them by such agencies. The wider aspects of the need for safeguards to protect the privacy of personal information held in computers were among those discussed in the Younger Report on Privacy, Cmnd. 5012. The Government has promised to set out its conclusions on this report in a White Paper, which is now being prepared. I suggest my hon. Friend awaits the publication of this White Paper.'

FRIDAY, NOVEMBER 2

EEC Common Customs Tariff

A list was asked for of 'all foodstuffs which will become subject to the 8 per cent first stage of the Common External Tariff on January 1, 1974.' Sir Geoffrey Howe answered: 'The first stage of alignment towards the Common Customs Tariff is not of 8 per cent. For most foodstuffs, on January 1, 1974 we shall reduce by 40 per cent the difference between the duties we applied on January 1, 1972 and the CCT rates. The reduction in the case of horticultural produce will be 20 per cent. The first changes in respect of beef and veal have already been effected.

'Orders will shortly be laid before the House showing rates due to come into effect on January 1, 1974. The full list is very long and the expense of its prior reproduction in the *Official Report* would not be justified.'

Prices and Incomes policy

A Member wanted to know the number of cases where companies had refused to divulge details of their profits as requested under the Government's Prices and Incomes policy; in how many of these cases prosecutions had ensued; and with what results. Sir Geoffrey Howe said: 'There has been no case which would yet justify the conclusion that a company is refusing to divulge details of its profits. It follows that there have been no prosecutions. As their most recent report indicates the Price Commission is fully aware of its responsibility to enforce the Price Code and is prepared to initiate action against any cases of unjustifiable delay.'

Middle East oil

Referring to the total of 19.5 million barrels of oil flowing into international trade from Arab states before the outbreak of hostilities in the Middle East, a Member asked what was the total quantity of Arab oil now entering the world market. Mr. Boardman answered that the quantity was calculated to be about 16 million barrels a day on the basis of the various cuts and embargoes announced, and interruption of supplies from the East Mediterranean terminals.

Mr. Boardman was also asked the extent of the oil cuts announced or now being imposed (including cuts to boycotted states) by Kuwait, Saudi Arabia, Libya, Iraq, Abu Dhabi, Oman and Nigeria. He gave the following approximate figures, compared with expected levels of production to the end of November:

Kuwait	1,160,000 barrels per day
Saudi Arabia	2,600,000 barrels per day
Libya	200,000 barrels per day
Iraq	Nil
Abu Dhabi	Nil
Oman	Negligible
Nigeria	Nil

Revenue of electrical industry

An estimate was asked for of the annual revenue which would accrue to the electricity industry if (a) that industry was treated *pari passu* with the private sector as regarding its entitlement to adjust its tariffs to take account of past losses, and (b) the tariff increases recommended by the Price Commission had been authorised in full. Mr. Boardman answered: 'Had the provisions of paragraph 49(i) of the Stage 2 Price Code (SI 1973 No. 658) been applicable to the Area Electricity Boards at the time of their tariff applications earlier this year it is estimated that they might have permitted tariff increases bringing in an extra £123 million in a full year. Tariff increases under paragraph 75 of the Code operative from September 1, 1973 and aimed at producing additional revenue in the remaining part of 1973/74 sufficient to hold the Boards' deficits in that year at the 1972/73 levels would, it is estimated, have produced an extra £82 million in 1973/74.'

Coal stocks

Mr. Emery, replying to a question on the tonnage of coal now in stock with the Coal Board; in storage at power stations; and the estimated reserve in store with coal merchants, said that at October 13, 1973, the NCB held 13.4 million tons and power stations 20.1 million tons. No statistics were available for merchants stocks which were estimated to be about 1.5 million tons, roughly equivalent to five winter weeks supply to households.

STATISTICS

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manu-facturing industry	Distributive and service industries	Total	Manu-facturing industry	Whole-salers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1971	1970	1970	1970	1970							
£m in base year		31,404	9,223	2,129	2,087	series in £ million				series in £ million		
1968	95	97	97	87	87	439	269	85	60	−284	−659	375
1969	97	98	98	93	92	416	320	42	13	445	−143	588
1970	99	100	100	100	100	257	175	68	−38	692	−9	701
1971	100	103	101	92	101	19	−218	52	21	1,061	285	776
1972	102	109	102	83	111	−412	−498	28	22	83	−685	768
1971 1st qtr	98	100	100	96	97	114	10	14	−22	145	−52	197
2nd qtr	100	102	101	94	102	−103	−113	26	7	288	105	183
3rd qtr	101	103	101	92	105	−18	67	9	15	380	172	208
4th qtr	101	105	101	88	102	—	−47	3	21	248	60	188
1972 1st qtr	100	106	103	88	105	−136	−156	15	−9	73	−119	192
2nd qtr	102	108	102	84	110	−104	−145	−12	40	126	−50	176
3rd qtr	102	109	101	81	110	−87	−125	4	−8	−105	−284	179
4th qtr	104	111	102	81	118	−85	−72	22	−1	−11	−232	221
1973 1st qtr	108	114	109	87	123	248	168	18	52	−183	−363	180
2nd qtr	107	112	102	85	106	194	85	−14	152	−198 p	−396 p	198 p
% change latest 2 quarters: on prev. 2 quarters	+3.7	+2.7	+4.0	+6.8	+1.3							
on a year earlier	+5.9	+5.6	+3.3	+0.8	+7.4							

	Index of Industrial production		Personal expenditure		Prices and costs					Labour			Trade §	
	Total all indus-tries	Total manu-facturing industries	Retail sales	Cars: new regis-trations	Index of retail prices		Index of wholesale prices: all manufacturing industry		Basic hourly wage rates of manual workers (all indus-tries and services) ‡	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Exports	Imports
				monthly averages	Index‡	% increase on a year earlier	basic materials and fuel used‡	manu-factured products: home sales‡		mid-month count	% of total em-ployees	mid-month count	at current prices	
Base of index	1970	1970			Jan 16, 1962		1970	1970	July 31, 1972				1963	1963
£m in base year				thousands						thousands		thousands	4,282	4,362
1969	99.9	99.6		82.3	131.8	5.4	95.0	93.4	71.2	531	2.3	200	165	165
1970	100.0	100.0	**New Series 1971 = 100 See page 320**	91.4	140.2	6.4	100.0	100.0	78.5	566	2.5	186	184	181
1971	100.5	99.7		108.5	153.4	9.4	104.6	109.0	88.9	737	3.2	129	205	195
1972	102.2	101.6		138.6	164.3	7.1	109.2	114.8	101.4	816	3.6	145	213	225
1971 3rd qtr	100.6	99.4		116	155.3	10.1	105.6	110.3	89.6	772	3.4	119	214	194
4th qtr	100.4	99.0		132	157.3	9.2	104.8	110.8	92.7	832	3.7	118	210	200
1972 1st qtr	98.0	98.4		124	159.7	8.0	105.6	112.1	95.9	870	3.8	124	204	211
2nd qtr	102.7	101.3		147	162.7	6.2	106.1	113.5	98.1	835	3.7	135	216	216
3rd qtr	102.4	101.6		139	165.4	6.5	109.4	115.6	102.2	809	3.6	146	192	215
4th qtr	105.7	105.3		144	169.4	7.7	115.6	118.0	107.6	754	3.3	176	242	253
1973 1st qtr	109.8	109.8		150	172.4	8.0	126.0	119.5	108.8	665	2.9	229	246	275
2nd qtr	110.3	110.4		134	177.9	9.3	133.4	120.1	112.6	602	2.6	292	263	294
3rd qtr				141			149.9 p	124.0 p	118.4	563	2.5	332	285	329
1972 Dec	106.1	105.8		139	170.2	7.7	118.7	118.5	108.4	727	3.2	188	239	261
													235	255
1973 Jan	107.9	106.9		147	171.3	7.7	122.7	119.0	108.4	703	3.1	201		
Feb	110.3	110.7		153	172.4	7.9	126.0	119.6	108.9	660	2.9	238	243	261
Mar	111.2	111.8		149	173.4	8.2	129.4	120.0	109.5	630	2.8	254	252	269
													243	295
Apr	109.7	109.5		137	176.7	9.2	130.5	118.8*	112.3	617	2.7	275		
May	110.1	109.4		132	178.0	9.5	132.4	120.1	113.2	599	2.6	296	267	274
June	111.0	112.2		133	178 9	9.3	137.2	121.3	115.6	590	2.6	307	252	306
													271	303
July	111.1	111.4		145	179.7	9.4	145.1	122.7	115.9	578	2.5	325		
Aug	111.3	111.2		151	180.2	8.9	152.2 p	123.9 p	119.5	565	2.5	327	275	314
Sept				127	181.8	9.3	152.5 p	125.3 p	119.7	545	2.4	345	284	332
Oct										515 p	2.3	362 p	279 p	341 p
% change latest 3 months: on prev. 3 months	+0.7	+1.2		+5.5	+1.5		+12.4	+3.3	+4.1	−8.0		+11.5	+8.7	+11.8
on a year earlier	..	..		+1.3	+9.2		+37.1	+8.7	+14.4	−32.3		+125.0	+48.5	+53.1

(‡) Not seasonally adjusted. (§) On a balance of payments basis. * After April, affected by changes due to VAT

MAN-MADE FIBRES

Production in August

In the three months ended August 1973 the volume of production of man-made fibres, seasonally adjusted, was estimated to have been 1 per cent higher than in the three months ended May 1973. Total production by weight of man-made fibres in August was 13 per cent higher than in August 1972 with output of continuous filament increasing by 9 per cent and staple fibre by 16 per cent.

MAN-MADE FIBRE PRODUCTION

Thousand metric tons (†)

	Total	Continuous filament (singles)	Staple fibre
1968	539.1	241.8	297.4
1969	553.9	252.5	301.5
1970	599.4	257.6	341.9
1971	613.1	276.4	336.7
1972	626.5	264.0	362.5
1972 1st quarter	145.7	59.6	86.2
2nd quarter	161.9	65.8	96.0
3rd quarter	149.8	63.1	86.7
4th quarter	169.1	75.4	93.6
1973 1st quarter	183.5	78.1	105.4
2nd quarter	186.1	79.4	106.7
1972 January	48.0	22.6	25.3
February	45.2	17.1	28.1
March	52.6	19.8	32.7
April	52.3	20.3	32.0
May	56.4	22.9	33.5
June	53.2	22.7	30.5
July	51.0	20.6	30.4
August	48.5	20.2	28.3
1973 January	60.0	25.8	34.2
February	55.5	22.8	32.7
March	67.9	29.4	38.5
April	59.4	24.3	35.1
May	62.5	26.6	35.9
June	64.2	28.5	35.7
July	59.5	24.1	35.4
August	50.0	22.0	33.0

INDEX OF THE VOLUME OF PRODUCTION 1970=100

1968	87	
1969	92	
1970	100	
1971	106	
1972	107	
	Actual	Seasonally adjusted
1972 1st quarter	100	98
2nd quarter	109	107
3rd quarter	101	107
4th quarter	118	117
1973 1st quarter	129	127
2nd quarter	131	128
1972 January	105	102
February	94	92
March	101	100
April	105	102
May	111	106
June	112	111
July	99	102
August	97	110
1973 January	124	120
February	123	121
March	141	140
April	125	122
May	128	123
June	140	139
July	120	124
August	112	126

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1972, and may be subject to slight revision when the complete figures for 1973 are incorporated.

Tel. 01-212 0531 or 01-212 6474.

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

TEXTILES

Orders and deliveries in August

In the three months ended August 1973 net new orders received by the textile industry were provisionally estimated to have been 5 per cent less than in the three months ended May 1973; deliveries were 3 per cent less. Orders-on-hand at the end of August were 1 per cent more than at the end of May. These comparisons are based on the seasonally adjusted series in the accompanying table.

TEXTILE INDUSTRIES

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	117		105		100	
1964	129		106		103	
1965	124		103		104	
1966	105		97		102	
1967	118		102		99	
1968	144		118		111	
1969	134		113		113	
1970	125		112		114	
1971	126		113		113	
1972	135		124		122	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1972 1st quarter	132	125	117	110	110	110
2nd quarter	129	124	119	120	121	121
3rd quarter	125	128	113	131	118	126
4th quarter	135	135	149	138	138	130
1973 1st quarter	151	145	151	146	134	135
2nd quarter	150	145	131	132	133	133
1972 January	129	126	121	119	111	117
February	129	125	103	97	104	100
March	132	125	126	114	116	114
April	129	123	110	112	117	119
May	130	124	124	126	123	124
June	129	124	123	120	124	120
July	127	129	104	139	110	124
August	123	128	97	125	110	125
September	125	128	137	128	133	129
October	132	134	165	145	142	127
November	133	132	150	123	145	127
December	135	135	133	145	127	136
1973 January	139	137	132	133	120	127
February	146	143	158	153	137	134
March	151	145	164	152	145	145
April	155	149	140	144	128	130
May	153	147	124	123	131	130
June	150	145	129	129	140	137
July	148	148	106	139	111	128
August	144	148	98	128	111	128

Complete description and notes on the construction of the above tables can be found in *Trade and Industry*, dated December 30, 1970 (page 587).

Sales and orders in the engineering industries

It is regretted that the provisional index numbers for the engineering industries for July 1973, which were to have appeared this week, have been unavoidably delayed. It is now expected that these figures will be published in next week's *Trade and Industry*.

Retail sales in September

THE monthly index numbers of retail sales have now been rebased on the provisional results of the Census of Distribution for 1971, and are expressed with 1971 = 100 (see note below).

On this new basis, the seasonally adjusted index of the volume of retail sales in September is 110.4 (1971 = 100), showing a small fall from the levels in July and August. (The effect of rebasing and the introduction of more up-to-date seasonal factors has tended to smooth slightly some of the fluctuations in the previous estimates of trade during 1973).

In the third quarter as a whole, the volume of total sales was ½ per cent above the average level in the first half of the year. Sales by food shops were 1 per cent up, while sales by non-food shops were virtually unchanged. Within this latter group, sales by clothing and footwear shops were 2½ per cent lower, sales by durable goods shops were little changed and sales by other non-food shops (which include department stores and mail-order businesses) were 1½ per cent higher.

Over the first three quarters of 1973, the total volume of sales was 5½ per cent higher than in the corresponding period of 1972.

Introduction of the rebased series

The monthly index numbers of retail sales have now been rebased on the provisional results of the Census of Distribution* for 1971, and are expressed with 1971 = 100. The census information was published some time ago, but the retail sales statistics use a slightly different framework for estimation, the detailed information for which did not become available until recently.

Since October 1972, the statistics have been based on the results of the Census of Distribution for 1966, and have been given in index number form with 1966 = 100 (an article describing the rebasing process and outlining the method of computation of the series was published in *Trade and Industry* of October 5, 1972). This earlier rebasing was a detailed exercise involving, among other things, changes to the size groups used in the calculation; the reclassification of contributors, where necessary, to different kinds of business eg grocers, butchers, and forms of organisation eg independent retailers (those with fewer than 10 shops), multiple retailers (those with 10 or more shops); and the recalculation of the monthly pattern of sales in the base year.

Provisional rebasing

For provisional rebasing, however, described below, the information so far available from the 1971 census permits a broad restructuring only of the calculations. The approach adopted has simply been to convert the previous monthly 1966 = 100 index numbers of the value of sales for the component series, eg independent grocers; to 1971 = 100. These are then combined according to the value of sales shown by the provisional census results to provide the aggregate series, eg for all grocers and all food shops. The calculations have been carried out monthly from January 1971.

For the volume series, which are estimated on a kind of business basis, the new value component figures are first deflated by the previous price indices converted to 1971 = 100; the resulting series are then weighted together according to the pattern of trade shown by the 1971 census to obtain the aggregate volume series.

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* The provisional results of the Census of Distribution for 1971 were published in three articles in *Trade and Industry*, on December 21, 1972, January 25, 1973 and May 17, 1973.

TABLE 1. VOLUME OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of sales per week (average 1971 prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)		All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1966		92.8	98.3	89.0	93	84	89
1967		94.6	99.5	91.1	93	87	92
1968		97.2	100.5	94.8	96	92	96
1969		97.3	101.6	94.2	96	89	96
1970		99.0	101.7	97.1	98	92	99
1971		100.0	100.0	100.0	100	100	100
1972		105.8	101.5	109.0	105	115	109
1971	1st quarter	97.8	100.5	95.8	99	95	95
	2nd quarter	99.7	99.8	99.6	100	96	101
	3rd quarter	100.5	99.6	101.1	100	104	101
	4th quarter	102.1	100.2	103.5	101	106	104
1972	1st quarter	102.1	99.7	103.9	100	107	104
	2nd quarter	104.6	101.0	107.1	104	114	107
	3rd quarter	107.2	101.9	111.1	108	118	110
	4th quarter	109.5	103.3	114.0	107	122	114
1973	1st quarter	112.0	100.6	120.3	116	131	118
	2nd quarter	108.2	100.6	113.7	105	122	115
	3rd quarter	110.7	101.7	117.3	108	127	118
1972	July	107.7	102.7	111.3	109	118	110
	August	107.1	101.8	111.0	105	120	110
	September*	106.9	101.3	111.0	108	117	110
	. . .						
1973	January	109.4	99.6	116.5	113	125	115
	February	111.8	101.4	119.4	115	132	117
	March*	114.2	100.7	124.1	120	135	122
	April	107.1	100.5	111.9	103	121	113
	May	106.7	99.5	111.9	100	122	114
	June*	110.3	101.5	116.7	110	124	117
	July	110.8	102.0	117.1	108	126	118
	August	111.0	102.3	117.3	107	126	119
	September*	110.4	100.9	117.3	108	128	118
1973	April-June	108.2	100.6	113.7	105	122	115
	July-September	110.7	101.7	117.3	108	127	118
Percentage increase		2.3	1.1	3.2	3	4	3

TABLE 2. VALUE OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1971 = 100

(Sales in 1971 £ million Provisonal Estimates)		All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1966		72.7	75.0	71.0	77	68	69
1967		75.3	77.2	73.8	78	72	73
1968		80.4	81.2	79.9	82	79	80
1969		84.9	87.0	83.3	85	79	84
1970		91.4	92.1	90.9	92	87	92
1971		100.0	100.0	100.0	100	100	100
1972		112.0	108.9	114.2	112	118	114
1971	1st quarter	94.5	95.8	93.5	97	93	92
	2nd quarter	99.2	99.2	99.3	99	96	101
	3rd quarter	101.7	101.2	102.0	100	104	102
	4th quarter	104.6	103.9	105.1	103	106	106
1972	1st quarter	106.0	104.7	106.9	105	109	107
	2nd quarter	109.1	106.3	111.2	110	115	110
	3rd quarter	113.9	110.1	116.6	116	121	115
	4th quarter	118.9	114.6	122.1	119	128	122
1973	1st quarter	123.7	115.4	129.8	131	138	126
	2nd quarter	121.8	119.6	123.4	121	128	123
	3rd quarter	127.7	124.4	130.0	129	136	129
1972	July	112.9	108.8	115.9	116	121	114
	August	113.8	110.5	116.2	113	123	115
	September*	114.6	110.8	117.4	118	120	116
	. . .						
1973	January	119.9	112.6	125.2	126	131	123
	February	123.2	115.8	128.5	130	138	125
	March*	127.3	117.3	134.5	136	143	131
	April	119.6	118.0	120.8	118	126	120
	May	120.5	119.3	121.4	116	127	122
	June*	124.6	121.1	127.2	128	130	126
	July	126.2	122.3	129.0	127	134	128
	August	127.5	124.3	129.9	128	135	129
	September*	129.0	126.3	130.9	130	137	129
1973	April-June	121.8	119.6	123.4	121	128	123
	July-September	127.7	124.4	130.0	129	136	129
Percentage increase		4.8	4.1	5.3	6	6	5

The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months but month to month fluctuations may sometimes make it preferable to average two or four months.

The monthly periods consist of four weeks except those marked * which are of five weeks. The September 1973 sales period was the five weeks from August 26, 1973 to September 29, 1973. The corresponding period in 1972 was from August 27, 1972 to September 30, 1972.

(†) Including department stores and mail order businesses.

The annual figures prior to 1971 shown in the Tables have been derived, separately for each series, by adjusting the growth pattern shown by the monthly inquiry between 1966 and 1971 in the light of the provisional census results.

Comparison of census and monthly-based figures

For retail as a whole, the provisional census results showed an increase in the value of sales of over 37 per cent between 1966 and 1971, compared with the 33 per cent derived from the monthly sample inquiry over this priod. In terms of the four broad kinds of business indentified in the Tables, the difference stems principally from the other non-food shops group. The changes to the volume figure reflect those in the value series.

There are a number of general reasons for the differences in growth between 1966 and 1971 as shown by the census and the monthly retail sales figures. For retail trade as a whole, and also for some of the component series, the differences reflect the difficulties which arise in trying to achieve adequate representativeness from a voluntary sample of contributors, while the lack of a standing comprehensive register has precluded the carrying out of periodic recruitment to the inquiry—as a result many of the new, and in some cases faster-growing, businesses are not covered in the inquiry.

The above reasons also contribute to differences at the level of form of organisation within kind of business, but also relevant here is the fact that, for independents probably rather more than for multiples, the monthly index numbers of the value of sales are more in the nature of estimates of turnover per shop, and the grossing up of base year figures to provide a 'current' estimate of total turnover for the particular group as a whole cannot take fully into account changes in the number of shops. Similarly, changes in classification which occur between census base years generally speaking cannot be allowed for in the monthly inquiry.

The above problems are being taken into account in the current review of statistics of the Distributive Trades, which was announced in *Trade and Industry* of October 4, 1973.

Finally, two other points which affect the comparisons are first that the retail sales figures relate to a calendar year while those derived from the census are based on returns for business years ending between April 6, 1971 and April 5, 1972, but the effect of this cannot as yet be estimated. Secondly, the census figures are provisional—being based on an effective coverage, in terms of turnover, of around 80 per cent.

In general, the effect of rebasing on the statistics from 1971 compared with those previously published is relatively small.

Seasonal adjustment

New seasonal adjustments have been calculated for the four broad kinds of business—food shops, clothing and footwear shops, durable goods shops and other non-food shops—for both the value and volume series. These reflect the slightly different seasonal pattern of the new unadjusted series, and the experience of recent months. As before, the series for all kinds of business and for non-food shops are derived by weighting together the appropriate component series.

Detailed statitics

The new detailed monthly statistics, expressed with 1971 = 100, back to January 1971, will be published in the Service and Distributive series of the Business Monitor (references SD 1, SD2, SD3, and SD4) later this month. Annual index numbers for 1966 to 1970, with 1971 = 100, for those series which are published separately in the Monitors may be obtained on application to the Retail Sales Section, Economics and Statistics 4C, Room 341, Department of Trade and Industry, 16-20 Sanctuary Buildings, Great Smith Street, London SW1P 3DB (01-222 7877, ext. 3506). The Section will also provide, on request, monthly indices, in value and volume terms, back to 1961, for the six series indentified in the Tables.

Final rebasing on 1971

The retail sales statistics will be fully rebased on the results of the Census of Distribution for 1971 when the final information becomes available.

For further information about the provisional rebasing exercise please contact Mr. K. M. Jackson, Room 255, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET (01-222 7877 ext. 3821).

Note: The usual charts, based on the new series, will appear next month.

Hire purchase and other instalment credit business in September

FINANCE houses and retailers advanced £233 million in new instalment credit agreements in September (in seasonally adjusted terms), bringing the total for the third quarter to £720 million. This was considerably more than in the second quarter but less than in the first. Of the total, finance houses lent £368 million, 12 per cent more than in the second quarter, while retailers lent £352 million, an average increase of 4 per cent.

Retailers' instalment credit sales were at a slightly lower level in September than in July or August. However, in the third quarter as a whole they were 4 per cent up on the preceding quarter. Department stores increased their sales by 5 per cent between the two periods, durable goods shops by 2 per cent and other instalment credit retailers (mainly mail-order houses (by 4 per cent.

The balance of instalments outstanding to retailers and finance houses increased by £34 million in September and by £108 million in the quarter compared with £78 million in the second quarter. The whole of this quarterly increase was in debt outstanding to finance houses, which rose by £53 million in the second quarter and by £84 million in the third. The debt outstanding to retailers increased by £24 million in the third quarter following an increase of £25 million in the second. At the end of September the total debt outstanding to finance houses and retailers was £2,356 million (*not* seasonally adjusted), 25 per cent more than a year earlier.

TABLE 1. HIRE-PURCHASE AND OTHER INSTALMENT CREDIT BUSINESS SEASONALLY ADJUSTED

£ million

		Total		Finance Houses†		Retailers‡	
		New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1969		1,587	−20	701	−21	886	1
1970		1,735	84	822	58	913	26
1971		2,053	240	990	165	1,063	75
1972		2,497	424	1,222	296	1,275	128
1971	3rd quarter	572	107	285	74	287	33
	4th quarter	572	83	274	61	298	22
1972	1st quarter	575	87	273	57	302	30
	2nd quarter	612	108	304	75	308	33
	3rd quarter	640	123	309	75	331	48
	4th quarter	670	106	336	89	334	17
1973	1st quarter	770	177	402	136	368	41
	2nd quarter	666	78	329	53	337	25
	3rd quarter	720	108	368	84	352	24
1973	January	261	66	138	53	123	13
	February	246	47	125	37	121	10
	March	263	64	139	46	124	18
	April	220	35	109	22	111	13
	May	221	11	109	8	112	3
	June	225	32	111	23	114	9
	July	235	34	117	25	118	9
	August	252	40 r	133	32	119	8 r
	September	233	34	118	27	115	7
1973	Apr.-June	666	78	329	53	337	25
	July-Sept.	720	108	368	84	352	24
Percentage increase		*8*		*12*		*4*	
Debt outstanding at December 31, 1972 (unadjusted)		—	2,047	—	1.306	—	741

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2

(*continued on next page*)

HIRE PURCHASE
continued

TABLE 2. RETAILERS' INSTALMENT CREDIT SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 § £ million	(862)	(327)	(46)	(489)
1969	111	100	113	117
1970	121	112	119	128
1971	134	138	138	131
1972	158	162	157	155
1971 3rd quarter	143	154	145	136
4th quarter	147	153	145	144
1972 1st quarter	149	151	152	148
2nd quarter	153	163	157	146
3rd quarter	164	167	164	162
4th quarter	165	166	155	166
1973 1st quarter	183	177	188	186
2nd quarter	168	159	176	173
3rd quarter	174	163	184	181
1973 January	183	173	172	190
February	180	175	197	182
March*	185	183	196	185
April	166	159	172	170
May	168	158	178	174
June*	170	160	177	176
July	176	167	185	181
August	177	161	181 r	187
September*	171	161	184	176
1973 Apr.-Jun. av.	168	159	176	173
July-Sept. av.	174	163	184	181
Percentage increase	*4*	*2*	*5*	*4*

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores). general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consists of four weeks except those marked * which are of five weeks. The period covered by September 1973 sales was the five weeks from August 26, 1973 to September 29, 1973. The corresponding period in 1972 was from August 27, 1972 to September 30, 1972.

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Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 19 during the week ended Friday, November 2, 1973.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota li the film expires.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Fury	BR/E 37099C/4/11/78	112	October 31	Fox-Rank Distributors Ltd.	Da Ma Produzione SpA, Rome and Low Productions Ltd., London
Present Indicative	BR/E 38000/4/11/78	24	October 31	Fox-Rank Distributors Ltd.	Drummer Films Ltd.
Escape To The Sun	BR/E 38002/4/11/78	18	October 31	Columbia-Warner Distributors Ltd.	Martin Williams Productions Pty. Ltd Queensland Government Tourist Bure
Multiple Man	BR/E 38004/4/11/78	16	November 1	Contemporary Films Ltd.	National Film Board of Canada
Movietone News 2317	BR/E 37034/4/11/78	7	November 2	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2317A	BR/E 37035/4/11/78	8	November 2	British Movietonews Ltd.	British Movietonews Ltd.
			FOREIGN		
The Sexy Darlings	F 38001	(a) 82 (b) 75	October 31	Antony Balch Films Ltd.	Omnia Deutsche Film Export GmbH, Mu
Nest of Gentlefolk	F 38003	106	October 31	Contemporary Films Ltd.	Sovexportfilm, Moscow

Amendments to the Register:

The title of the film 'Blood Wedding' (EC 37075/14/10/78) registered on October 10, 1973, has been amended to 'Red Wedding.'

The registration number of the film 'Bed Partners' registered on September 10, 1973, has been amended to EC 37013/16/9/78.

ndex to statistics and organisational information ublished regularly in TRADE and INDUSTRY

= annually M = monthly Q = quarterly 6M = every six nths.

tes before October 21, 1970, refer to articles in the *Board of Trade rnal.*

le	Last published
r transport:	
ircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
ivil aviation balance of payments (A)	Mar. 16 1972
rade by air (6M)	Oct. 18 1973
lance of payments:	
urrent account (M)	Oct. 18 1973
quarterly figures (Q)	Mar. 22 1973
rends in invisible transactions (Q)	Oct. 11 1973
also Overseas trade of the UK)	
nkruptcy orders (Q)	June 7 1973
iness names and limited partnerships (A)	Mar. 1 1973
pital expenditure:	
distributive and service trades (A)	Apr. 28 1971
anufacturing, distributive and service industries (Q)	Oct. 4 1973
tering trades turnover (M)	Oct. 11 1973
emicals industry activity (Q)	Aug. 2 1973
mpanies:	
cquisitions and mergers (Q)	Aug. 23 1973
ew registrations:	
Gt. Britain (M)	Oct. 25 1973
N. Ireland (M)	Oct. 11 1973
mputers: UK market (Q)	May 24 1973
nstruction work overseas (A)	Oct. 11 1973
GD business (Q)	June 21 1973
ctronic capital equipment (Q)	June 21 1973
rgy trends (M)	Oct. 25 1973
ineering industries: sales and orders (M)	This week
n industry:	
ritish Film Fund Agency returns (M)	Oct. 11 1973
nema admissions and takings (M)	Oct. 18 1973
verseas payments and earnings (A)	Aug. 9 1973
egistration of films (A)	Jan. 25 1973
rends in film going (A)	Aug. 19 1971
d:	
onsumption levels (6M)	Aug. 30 1973
household consumption (Q)	Oct. 11 1973
otwear industry:	
production, orders and deliveries (M)	Sept. 27 1973
eign exchange: official reserves (M)	Oct. 11 1973
eign trade:	
FTA (Q)	Mar. 23 1972
ndustrial countries' production and trade (Q)	Aug. 16 1973
world exports of manufactures (A)	Sept. 30 1970
also Overseas trade of the UK)	
niture orders and deliveries (M)	Oct. 11 1973
-purchase business (M)	This week
ustrial production:	
ndex numbers (M)	Oct. 25 1973
. Ireland index (M)	Nov. 1 1973
Wales index (Q)	Oct. 18 1973
urance companies: investments and assets (A)	Aug. 30 1973
estment:	
book values of overseas direct investments (every 3 years)	Sept. 23 1970
ndustry's investment intentions (3 times a year)	Oct. 11 1973
nvestment and earnings overseas (A)	Mar. 29 1973
Machine tools: deliveries and orders (Q)	Oct. 18 1973
Man-made fibres:	
deliveries (Q)	Aug. 30 1973
production (M)	This week
production: quarterly analysis (Q)	Aug. 30 1973
Motor industry:	
car and commercial vehicle production (M)	Nov. 1 1973
estimated figures (M)	Oct. 18 1973
motor trade turnover (M)	Aug. 16 1973
Office development permits (Q)	Oct. 4 1973
Overseas trade of the UK:	
direct exporters and credit terms (A)	May 10 1973
ECGD business (Q)	June 21 1973
unit value and volume index numbers (M)	Oct. 11 1973
value: analysis of trends (Q)	Sept. 6 1973
(*see also* Balance of payments)	
Pension funds: investments and assets (A)	Aug. 30 1973
Retail prices index (M)	Nov. 1 1973
Retail trades:	
sales (M)	This week
sales, N. Ireland (M)	Oct. 25 1973
stocks (M)	Oct. 11 1973
Royalties: overseas transactions (A)	Apr. 12 1973
Shipping: nationality of vessels in UK sea-borne trade (A)	Nov. 2 1972
Steel consumption and stocks (Q)	Aug. 16 1973
Stocks:	
distributive and service trades (A)	Apr. 28 1971
manufacturers' and distributors' (Q)	Oct. 4 1973
retail (M)	Oct. 11 1973
Television: overseas payments and earnings (A)	Aug. 9 1973
Textiles:	
activity in the industry (Q)	Aug. 2 1973
carpet sales (M)	Oct. 25 1973
cotton industry production (M)	Oct. 25 1973
hosiery production (M)	Oct. 25 1973
made-up clothing: orders and deliveries (M)	Oct. 18 1973
orders and deliveries (M)	This week
wholesale houses' sales (M)	Oct. 18 1973
wool exports (Q)	June 14 1973
wool output (M)	Oct. 25 1973
Tourism:	
foreign visitor arrivals (M)	Nov. 1 1973
overseas travel and tourism (A)	Dec. 21 1972
Wholesale prices:	
average prices of selected commodities (A)	Mar. 29 1973
index numbers (M)	Oct. 18 1973

Dept. of Trade and Industry organisation etc.

Subjects	Last published
British commercial representation overseas	Oct. 4 1973
Business Monitor titles	Sept. 6 1973
Customs notices of interest to exporters	Oct. 25 1973
ECGD local offices	Oct. 18 1973
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TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd., are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for remoulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montague Industrial Estate, Edmonton, London, N.18. Tel: 01-807 2150.

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GOVERNMENT SALES

DEPARTMENT OF TRADE AND INDUSTRY

Ship for Sale

Offers are invited for the purchase of the undermentioned tug 'as lying' at HM Naval Base, Chatham.

'GRAPESHOT' Steel, built 1945. GT 56. NT towing 1.83 tons and non-towing 17.89 tons. Length (BP) 66 ft. Breadth (mld) 18 ft. 6 in. Depth (mld) 8 ft. 6 in. Light Displacement 108 tons. Engine: Single screw, diesel, by Newbury Diesels. BHP 350.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060, ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43 at the above address in envelopes clearly marked 'Offer to Purchase "GRAPESHOT"' and must be received not later than *noon* on December 6, 1973.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

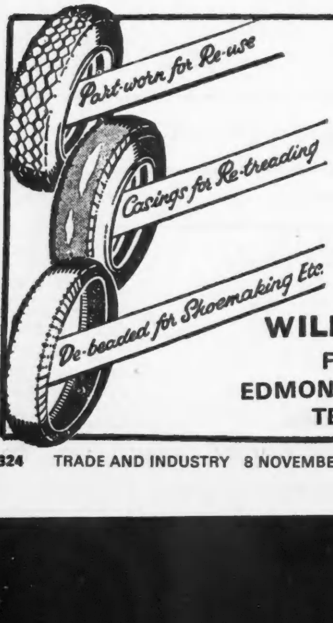
MINISTRY OF DEFENCE

November 13/14/15, 1973 Vehicles and Plant

Location: Ordnance Storage and Disposal Depot RAOC, Ruddington, Nottingham

Auctioneers: Walker Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL (Tel: 0602-54272)

Approx 1,800 vehicles the majority of which are sold as single lots, including: 100 motor cycles; 550 saloons; limousines; estate cars; minibuses and light vans (including 180 Morris 'Mini' and 'Minor saloons and travellers). 460 Land Rovers; Vanden Plas Princess limous and four litre R saloons; two Rover 3500S automatic saloons (LH 350 commercial vehicles; 230 trailers (10 cwt-50 tons); refuellers (2,500 gals); mobile cranes; tractors; loading shovels and doz machinery trucks with equipment; agricultural tractors; factory tru fire tenders; fork lift trucks, etc.



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Graded Waste Rubber
and raw materials
for the
Rubber Industry

World Wide Exporters

WILLIAM TYZACK
FIRST AVENUE
EDMONTON, LONDON, N.18
TEL: 01-807 2150

November 21/22, 1973 Miscellaneous Stores

Location: The Lido Hall, Worthy Lane, Winchester

Auctioneers: Austin & Wyatt (Dept. L), 79 High Street, Fareham, PO16 7AX (Tel: 03292-4211)

The items include alternators; compressors; electrical and MT sp machine tools; oscilloscopes; safes; scrap metal; tyres, etc. 45,000 cans; fork lift trucks; 350 lots of furniture including bureaux; ch desks; tables; wardrobes, etc. 400 lots of clothing and textiles include coats; blankets; carpets; jerseys; overalls; shirts; sleeping boots; and many other miscellaneous items.

November 28, 1973 Miscellaneous Stores

Location: Ordnance Storage and Disposal Depot RAOC, Branston,

Auctioneers: Arnold & Son (Dept. L), Modwena House, 13 Market Burton-on-Trent DE14 1HD, Staffs (Tel: 0283-64657)

A large variety of general stores including clothing; textiles; furni and household equipment. Electronic and engineering stores; ma tools, etc.

December 6, 1973 Miscellaneous Stores

Location: Golden Lion Hotel, King Street, Stirling

Auctioneers: Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Gr Square, Glasgow G31 1AW (Tel: 041-554 2447/8/9)

Footwear; greatcoats; canvas sheeting and tentage; white sheet blankets; Arctic clothing; sleeping bags; mattresses; denim, cor battledress and blue serge trousers and blouses; industrial-elec electronic plant; equipment and assemblies; ferrous and non-f scrap; electric cable; batteries; MT spares; telephone and w components; canteen equipment; tape recorders; oscilloscopes; bi lars; surgical equipment; stop and wrist watches; photographic mat generators; compressors; paints and oils; Boxford 4½ in. lathe; H No. 1 capstan lathes; Fritz Werner and Archdale milling machin precision grinder; Besler trailer mounted oil fired boiler—5,000 Leyland 2,500 gal refueller; four Bedford 58 seater buses; Austin o 4 × 4 truck; Bedford three ton 4 × 4 van; Bedford 750 gal water t Neal six ton mobile crane and other miscellaneous stores.

Catalogues of the above sales, which give details of the lots, conditi sale, viewing times, etc., are available from the relevant auctionee two weeks prior to and up to the date of the sale, price 10p (postal orde

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HIRE PURCHASE
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TABLE 2. RETAILERS' INSTALMENT CREDIT SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 §				
£ million	(862)	(327)	(46)	(489)
1969	111	100	113	117
1970	121	112	119	128
1971	134	138	138	131
1972	158	162	157	155
1971 3rd quarter	143	154	145	136
4th quarter	147	153	145	144
1972 1st quarter	149	151	152	148
2nd quarter	153	163	157	146
3rd quarter	164	167	164	162
4th quarter	165	166	155	166
1973 1st quarter	183	177	188	186
2nd quarter	168	159	176	173
3rd quarter	174	163	184	181
1973 January	183	173	172	190
February	180	175	197	182
March*	185	183	196	185
April	166	159	172	170
May	168	158	178	174
June*	170	160	177	176
July	176	167	185	181
August	177	161	181 r	187
September*	171	161	184	176
1973 Apr.-Jun. av.	168	159	176	173
July-Sept. av.	174	163	184	181
Percentage increase	*4*	*2*	*5*	*4*

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consists of four weeks except those marked * which are of five weeks. The period covered by September 1973 sales was the five weeks from August 26, 1973 to September 29, 1973. The corresponding period in 1972 was from August 27, 1972 to September 30, 1972.

Business Monitor

THE following titles and issues of Business Monitor are now available

Production series

Quarterly at 37½p a year post free:

PQ 229.1	Margarine for second quarter 1973.
PQ 231	Brewing and malting for second quarter 1973.
PQ 239.1	Spirit distilling and compounding for second quarter 1973.
PQ 321	Aluminium and aluminium alloys for second quarter 1973.
PQ 331	Agricultural machinery (except tractors) for second quarter 1973.
PQ 339.2	Printing, bookbinding and paper goods machinery for second quarter 1973.
PQ 351	Photographic and document copying equipment for second quarter 1973.
PQ 392	Cutlery, spoons, forks, tableware and safety razors for second quarter 1973.
PQ 399.2	Metal windows and door frames for second quarter 1973.
PQ 399.8	Needles, pins, fish-hooks and other metal smallwares for first quarter 1973.
PQ 399.11	Metal finishing for first quarter 1973.
PQ 412	Spinning and doubling on the cotton and flax systems for second quarter 1973
PQ 415	Jute for second quarter 1973.
PQ 419	Carpets for second quarter 1973.
PQ 423	Textile finishing for second quarter 1973.
PQ 461.1	Refractory goods for second quarter 1973.
PQ 461.2	Clay building bricks and other non-refractory goods for second quarter 1973.
PQ 472	Wooden furniture and upholstery for second quarter 1973.
PQ 473	Bedding and soft furnishings for second quarter 1973.

Miscellaneous series

Monthly at £1 a year post free:

M1	Motor vehicle registrations for August 1973.

Census series

1970 Census of Production Reports (price including postage shown in brackets)

C11	Milk and milk products (31p)
C45	Steel tubes (31p)
C93	Jewellery and precious metals (31p)
C104	Hosiery and other knitted goods (31p)

Business Monitors in the Production, Service and Distributive and Miscellaneous series are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. The Census of Production reports are available on standing order from the same address or can be purchased separately from the Government Bookshops or through booksellers.

Exceptionally copies can be purchased over the counter at either the Department of Trade and Industry Central Library, 1 Victoria Street, London SW1H 0ET, or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library, which will supply prices on request (tel: 01-222 7877, ext 3038).

A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, November 2, 1973.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Fury	BR/E 37099C/4/11/78	112	October 31	Fox-Rank Distributors Ltd.	Da Ma Produzione SpA, Rome and Lowndes Productions Ltd., London
Present Indicative	BR/E 38000/4/11/78	24	October 31	Fox-Rank Distributors Ltd.	Drummer Films Ltd.
Escape To The Sun	BR/E 38002/4/11/78	18	October 31	Columbia-Warner Distributors Ltd.	Martin Williams Productions Pty. Ltd. (for Queensland Government Tourist Bureau)
Multiple Man	BR/E 38004/4/11/78	16	November 1	Contemporary Films Ltd.	National Film Board of Canada
Movietone News 2317	BR/E 37034/4/11/78	7	November 2	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2317A	BR/E 37035/4/11/78	8	November 2	British Movietonews Ltd.	British Movietonews Ltd.
			FOREIGN		
The Sexy Darlings	F 38001	(a) 82 (b) 75	October 31	Antony Balch Films Ltd.	Omnia Deutsche Film Export GmbH, Munich
Nest of Gentlefolk	F 38003	106	October 31	Contemporary Films Ltd.	Sovexportfilm, Moscow

Amendments to the Register:

The title of the film 'Blood Wedding' (EC 37075/14/10/78) registered on October 10, 1973, has been amended to 'Red Wedding.'

The registration number of the film 'Bed Partners' registered on September 10, 1973, has been amended to EC 37013/16/9/78.

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.

Dates before October 21, 1970, refer to articles in the *Board of Trade Journal.*

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	Mar. 16 1972
trade by air (6M)	Oct. 18 1973
Balance of payments:	
current account (M)	Oct. 18 1973
quarterly figures (Q)	Mar. 22 1973
trends in invisible transactions (Q)	Oct. 11 1973
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	June 7 1973
Business names and limited partnerships (A)	Mar. 1 1973
Capital expenditure:	
distributive and service trades (A)	Apr. 28 1971
manufacturing, distributive and service industries (Q)	Oct. 4 1973
Catering trades turnover (M)	Oct. 11 1973
Chemicals industry activity (Q)	Aug. 2 1973
Companies:	
acquisitions and mergers (Q)	Aug. 23 1973
new registrations:	
Gt. Britain (M)	Oct. 25 1973
N. Ireland (M)	Oct. 11 1973
Computers: UK market (Q)	May 24 1973
Construction work overseas (A)	Oct. 11 1973
ECGD business (Q)	June 21 1973
Electronic capital equipment (Q)	June 21 1973
Energy trends (M)	Oct. 25 1973
Engineering industries: sales and orders (M)	This week
Film industry:	
British Film Fund Agency returns (M)	Oct. 11 1973
cinema admissions and takings (M)	Oct. 18 1973
overseas payments and earnings (A)	Aug. 9 1973
registration of films (A)	Jan. 25 1973
trends in film going (A)	Aug. 19 1971
Food:	
consumption levels (6M)	Aug. 30 1973
household consumption (Q)	Oct. 11 1973
Footwear industry:	
production, orders and deliveries (M)	Sept. 27 1973
Foreign exchange: official reserves (M)	Oct. 11 1973
Foreign trade:	
EFTA (Q)	Mar. 23 1972
industrial countries' production and trade (Q)	Aug. 16 1973
world exports of manufactures (A)	Sept. 30 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	Oct. 11 1973
Hire-purchase business (M)	This week
Industrial production:	
index numbers (M)	Oct. 25 1973
N. Ireland index (M)	Nov. 1 1973
Wales index (Q)	Oct. 18 1973
Insurance companies: investments and assets (A)	Aug. 30 1973
Investment:	
book values of overseas direct investments (every 3 years)	Sept. 23 1970
industry's investment intentions (3 times a year)	Oct. 11 1973
investment and earnings overseas (A)	Mar. 29 1973
Machine tools: deliveries and orders (Q)	Oct. 18 1973
Man-made fibres:	
deliveries (Q)	Aug. 30 1973
production (M)	This week
production: quarterly analysis (Q)	Aug. 30 1973
Motor industry:	
car and commercial vehicle production (M)	Nov. 1 1973
estimated figures (M)	Oct. 18 1973
motor trade turnover (M)	Aug. 16 1973
Office development permits (Q)	Oct. 4 1973
Overseas trade of the UK:	
direct exporters and credit terms (A)	May 10 1973
ECGD business (Q)	June 21 1973
unit value and volume index numbers (M)	Oct. 11 1973
value: analysis of trends (Q)	Sept. 6 1973
(*see also* Balance of payments)	
Pension funds: investments and assets (A)	Aug. 30 1973
Retail prices index (M)	Nov. 1 1973
Retail trades:	
sales (M)	This week
sales, N. Ireland (M)	Oct. 25 1973
stocks (M)	Oct. 11 1973
Royalties: overseas transactions (A)	Apr. 12 1973
Shipping: nationality of vessels in UK sea-borne trade (A)	Nov. 2 1972
Steel consumption and stocks (Q)	Aug. 16 1973
Stocks:	
distributive and service trades (A)	Apr. 28 1971
manufacturers' and distributors' (Q)	Oct. 4 1973
retail (M)	Oct. 11 1973
Television: overseas payments and earnings (A)	Aug. 9 1973
Textiles:	
activity in the industry (Q)	Aug. 2 1973
carpet sales (M)	Oct. 25 1973
cotton industry production (M)	Oct. 25 1973
hosiery production (M)	Oct. 25 1973
made-up clothing: orders and deliveries (M)	Oct. 18 1973
orders and deliveries (M)	This week
wholesale houses' sales (M)	Oct. 18 1973
wool exports (Q)	June 14 1973
wool output (M)	Oct. 25 1973
Tourism:	
foreign visitor arrivals (M)	Nov. 1 1973
overseas travel and tourism (A)	Dec. 21 1972
Wholesale prices:	
average prices of selected commodities (A)	Mar. 29 1973
index numbers (M)	Oct. 18 1973

Dept. of Trade and Industry organisation etc.

Subjects	Last published
British commercial representation overseas	Oct. 4 1973
Business Monitor titles	Sept. 6 1973
Customs notices of interest to exporters	Oct. 25 1973
ECGD local offices	Oct. 18 1973
Guide to DTI	Aug. 30 1973
Official Receivers' offices	Oct. 11 1973
Programme of trade promotions	Oct. 18 1973
Release dates of economic statistics	Oct. 25 1973

MISCELLANEOUS ADVERTISEMENTS

30p per line, minimum £1.50 payable in advance Box No. 50p
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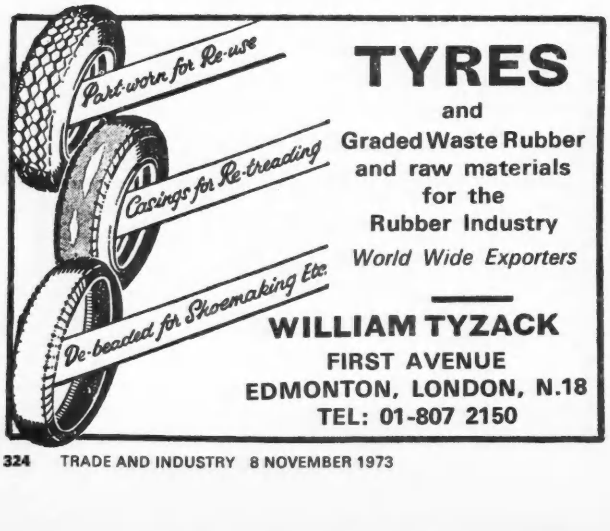

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BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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McGregor Cory Cargo Services - International surface forwarding.
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Overseas Containers Limited (49% holding) - Australian and Far Eastern container services
Panocean Shipping and Terminals (50% holding) - Worldwide parcel tanker service.

Ocean Transport & Trading Limited
(formerly The Ocean Steam Ship Company Ltd)
India Buildings, Water Street, Liverpool L2 ORB.
Tel: 051-236 9292

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